TRADE AND INDUSTRY

1 March 1973 Volume 10 No 9 10p

Trade promotion through assistance to overseas visitors

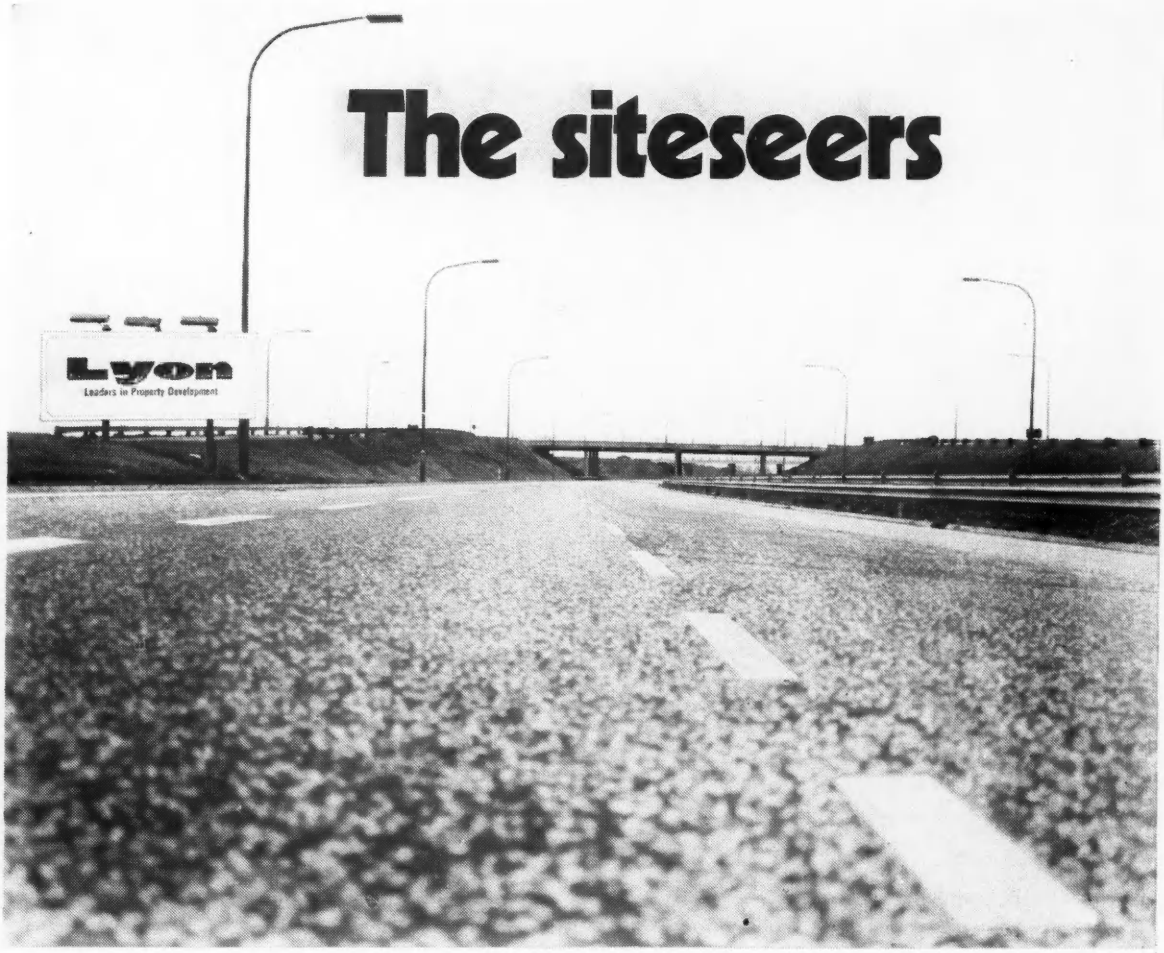
British goods on show at Nuremberg, Geneva, Brussels and Montreal

Value Added Tax in Italy

ECGD General lines of credit

Monopolies Commission report on breakfast cereals

The siteseers



The way ahead is not always straight and obvious. When choosing a location for your new factory so many things have to be considered—proximity to trunk roads, motorways, docks, and airports, availability of local labour, housing and amenities for them—and a host of other things.

When Lyon choose a site for a development their experts consider all of these factors and indeed look into the future by examining plans for roads, housing estates, and a thousand and one other details.

When you choose to place your future factory/warehouse in Lyon hands you enlist the help of the Lyon Planning and Advisory Unit, a team of professional experts including legal and financial executives, town planners, civil engineers, site surveyors, O. & M. men, materials handling experts, and many others who will take care of your worries in these fields, and look after every stage of your business development.

Lyon will help you look ahead.

Lyon

Leaders in Property Development

Newton House, Charing Cross, Glasgow G2 3NJ
041-331 1541 Telex 778264
54 Castle St., Edinburgh EH2 3LX
031-226 7541 Telex 727183

Trade and Industry

Incorporating the Board of Trade Journal and New Technology
Volume 10. No. 9. Pages 425 to 472. March 1, 1973. Price 10p. Net subscription post inclusive, £7.60
Editorial address: Room 437, Department of Trade and Industry, 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569 London SE1. 01-928 6977 ext. 472

BRITISH OVERSEAS TRADE BOARD

427 **Trade promotion through assistance to overseas visitors**
428 'Textiles poised for Europe'
428 Seminar on export opportunities in US bi-centennial year
EXHIBITIONS AND FAIRS
429 **British toys compare well at Nuremberg Fair**
429 Tenth European marketing congress
430 First international boat show in Geneva
430 Success at Brussels building show despite industry's gloom
430 Good market for toys in Canada
433 Cologne sweets and biscuits fair proves itself
433 Big demand for BRITEC 73
433 US poultry show
433 EXPORT BUSINESS
437 MISSIONS AND TOURS

TRADE INFORMATION

438 **Value Added Tax in Italy**
439 Denmark to buy UK capital goods under £1 million credit
439 **ECGD General lines of credit**
441 Zaire: cholera outbreak
441 ECGD sign first investment insurance agreement
441 The Patents Appeal Tribunal (Fees) Order 1973
441 The Registered Designs Appeal Tribunal (Fees) Order 1973
442 Applications for temporary exemption from import duty
442 The Import Duties (Temporary Exemptions) (No 3) Order 1973
442 France and Hungary
442 France and Czechoslovakia
442 France and the United Arab Republic
TARIFF AND TRADE NOTICES
449 **Australia:** Tariff Board [Dumping] inquiry on injection moulding machines
445 **Belgium:** Labels for medicines
450 **Brazil:** Amendment to Cacex Circular 343. Duty reduced on ethylene glycol polyterephthalate. Duty-free quota for rubber. References prices extended
445 **Czechoslovakia:** Expansion of car industry
447 **Dahomey:** Import duties
445 **Germany, Federal Republic of:** Import licensing—Hong Kong cotton goods. New potatoes
447 **Ghana:** Import Licensing Division Address
447 **Israel:** Standard for clearing of textile products
450 **Jamaica:** Import licensing—well drilling machines
447 **Jordan:** Import of canned and preserved foodstuffs
445 **Lebanon:** Tariff amendments—tights
447 **Malaysia:** Customs Duty amendments—ambulances and special purpose lorries and vans. Import control—chicken dung
445 **Malta:** Exchange control
448 **New Zealand:** Customs tariff inquiry—marine jet engines, with or without motors attached. Cancellation of Tariff and Development Board Inquiry—Deep etch coatings. Tariff and Development Board Report—Carbon brushes. Emergency Protection Authority Report—Prepared or preserved fish, crustaceans and molluscs. Customs Tariff Inquiries—import licensing—articles of cement, nuts, rice
450 **Paraguay:** Duty reductions
445 **Portugal:** Drawback of import duty
448 **Singapore:** Customs Duties Amendment—fluorescent tubular lamps
447 **Somali Democratic Republic:** Border Surcharge Tax on sugar
447 **South Africa, Republic of:** Customs tariff changes
443 **Spain:** Capital goods list. Import duty suspensions. Duty-free import quotas—iron and steel. Opening of global quotas. ATA Temporary importation—carnets
447 **Togo:** Import Taxes
450 **Venezuela:** Tariff amendments

EUROPEAN COMMUNITIES

451 **'European energy policy will not spring into being overnight'—Mr. Peter Emery**
451 Distribution in the Common Market
452 **Minister's statement on Common Agricultural Policy**
452 'Membership of the EEC our great chance'—Lord Limerick
453 **New EC legislation:** Common agricultural policy. Tariff quotas in the EEC. UNCTAD Generalised Preferences System

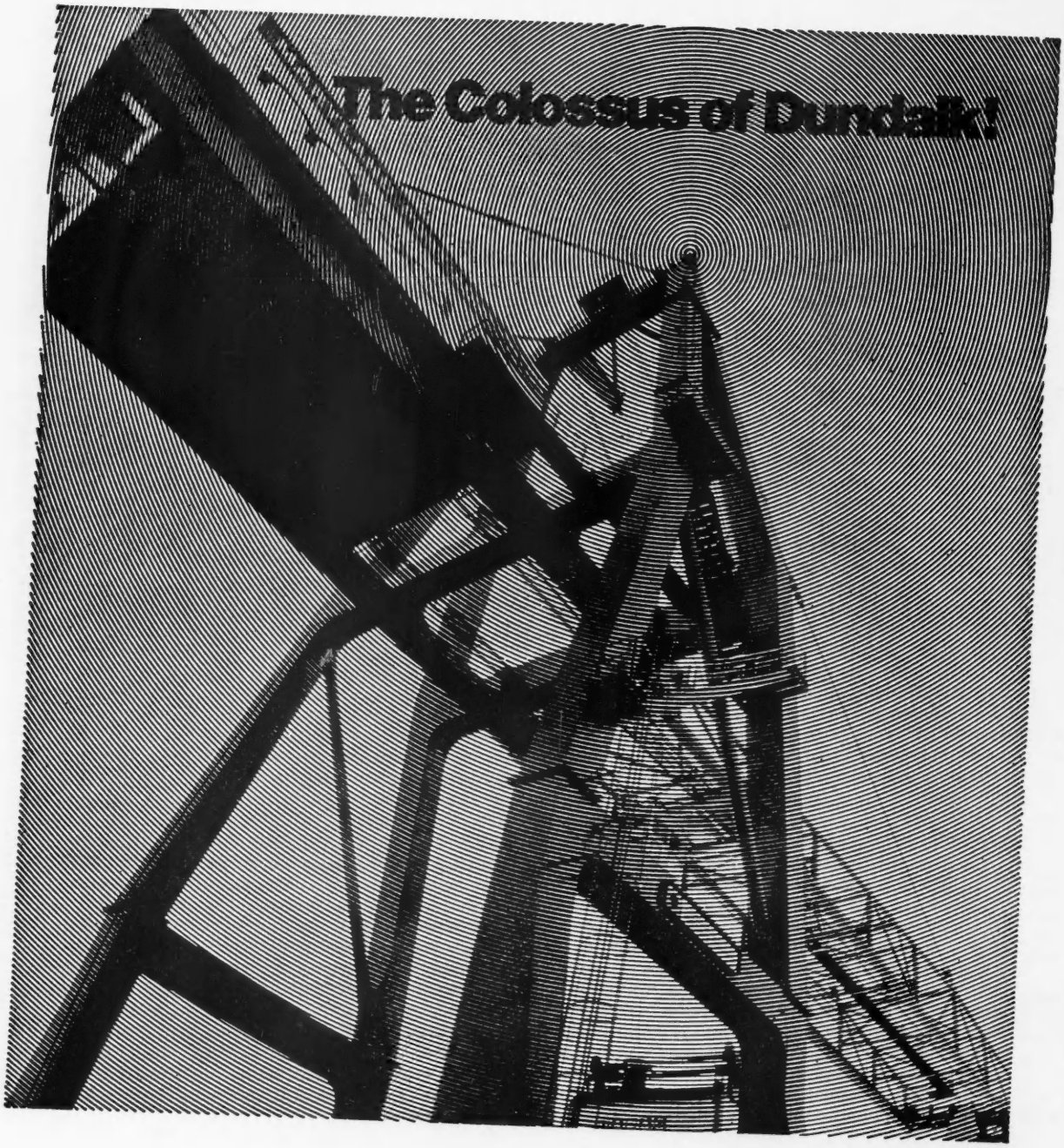
HOME FEATURES AND NEWS

455 **300 firms in industrial expansion talks in Yorkshire and Humberside**
455 Steel founders set up research unit at Aycliffe
456 Minister announces £40,000 in grants for NWIDA
456 **Applications for investment grant**
458 **Monopolies Commission report on ready-cooked breakfast cereal foods**
459 Minister's statement on breakfast cereals report
459 Proposed acquisition by Glynwed Ltd. of Armitage Shanks Group Ltd.
459 Professional practices to be referred to the Monopolies Commission—Sir Geoffrey Howe
459 Business rents: appointment of adviser
460 Report on shipbuilding to be published soon—Mr. Christopher Chataway
460 Nonsense to suggest Government is 'anti-retailer'—Mr. Anthony Grant
460 Leap forward in air cargo business
460 Appointments to the British Airways Board
461 **Air Travel Organisers' licensing**
462 Licences for advance booking charter flights
462 North Wales crude-oil pipeline authorised
462 Textile investment in Northern Ireland
462 Lampeter nursery factories allocated
462 New publications in VAT
462 NEL conferences and courses
463 **PARLIAMENT**
467 **GOVERNMENT SALES**

STATISTICS

468 **The economy: selected indicators**
469 **Release dates of economics statistics to be published in March**
469 Registrations of British, Community and foreign films
470 Sales in the carpet industry in December 1972
470 New companies registered
470 Business names and limited partnerships in Great Britain in 1972
471 **Index to statistics**

© Crown Copyright 1973
Short extracts can be published without specific permission providing that the source is duly acknowledged.
Reprints, which must be ordered within one week of publication, should be ordered from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BN. Details and prices on request.
The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.
The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.



One of the Seven Wonders of the World Port of Baltimore

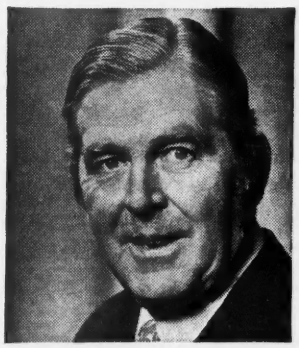
Container cranes! The most massive, modern brutes at Baltimore's constantly expanding Dundalk Marine Terminal . . . in operation and under construction to give you a new service of epic proportions! There will be seven high-performance container cranes to handle all lift-on/lift-off cargo in record time, with direct truck/rail loading and unloading dockside facilities for fast turnaround. Couple this with Baltimore's strategic inland location—up to 200 miles closer to important Midwest industrial markets—and it's little wonder why the World Port of Baltimore is one of the biggest container centers in the United States. Contact your nearest representative for colossal savings on your container projects.

Maryland Port Administration / 19 S. Charles St. / Baltimore, Md. 21201

LONDON, ENGLAND EC2Y 5ET: Austin G. Tofield, Mgr.; Kenneth L. Newton, Asst. Mgr.; Moor House, 119 London Wall; 01-638 8330; Cable BALTPORT • BRUSSELS 1000, BELGIUM: David K. Tosic, Mgr.; H. Frank Vonderach, Asst. Mgr.; Shell Bldg., 60 Rue Ravenstein; 13.01.49 or 13.54.05; Cable MARPORT

Trade promotion through assistance to overseas visitors

by B. F. W. Scott, TD, member, British Overseas Trade Board



THE BOTB Task Force looking at ways of expanding the British export drive identified inward missions as a form of export promotion valued in industry. As a result the missions work of the Overseas Visitors Bureau —part of the DTI's Export Services Division—will not be restricted. The Bureau took its present form in 1971 when the traditional visitors' work of the Department was supplemented by the Inward Missions activity previously undertaken by the British National Export Council. The BNEC's Outward Mission work was transferred to the Fairs and Promotions Branch.

Inward missions

Together with assistance to the many foreign businessmen who come to this country at their own expense, inward missions constitute a large part of the Bureau's work. The Inward Missions scheme is designed to help with the cost of bringing groups of overseas buyers and other businessmen to this country. Although the Board can act as sponsor itself, these groups are generally sponsored and part-financed by groups of British firms through a trade association. In 1972, 42 inward missions representing 27 industries were brought to Britain; these involved visitors from 37 countries.

The initiative may come from the trade association, an embassy or the BOTB. Trade association proposals are put to the appropriate embassy and Departmental divisions, together with the names of companies likely to contribute to costs. At the same time the association must guarantee to include any non-members who might want to join, and the Board reserves the right to add or delete names from the participants' list. A programme can then be agreed.

Membership is confined to single industries, and the Bureau pays half the cost of air travel of West European missions (three-quarters from elsewhere), half the cost of travel within this country and £5.50 a day towards hotel expenses, as well as a contribution to other incidentals such as interpreters.

Whoever the sponsor, the mission is met and escorted throughout the visit, usually beginning with an informal welcome dinner. At the end, the host companies are expected to provide a report on the value of the visit. Of course, special circumstances often require special arrangements, and the Bureau prides itself on being as flexible as possible in meeting industry's wishes.

This article is one of a major series describing the work of the British Overseas Trade Board and of its 'chosen instruments'—the organisations which advise the Board on policy in some of the main trading areas of the world.

Business visitors

The majority of overseas visitors assisted by the Bureau, however, come at their own expense—over 2,000 from more than 60 countries in 1972. Commercial departments of embassies and High Commissions hear of local businessmen coming to Britain to look for sources of supply, agencies, opportunities to manufacture under licence and so on. Obtaining as much detail as possible of the visitor's requirement, the Commercial Department informs the Bureau in good time, and if there is no objection to publicity a notice is published in the Export Intelligence Service. Responses go to the Bureau's Business Visitors Section. Appointments are not normally made in advance as they might conflict with the visitor's own arrangements, but a letter of welcome is left at his hotel inviting him to call and collect names and addresses of contacts in British firms interested in meeting him.

VIP visitors

There are sometimes large-scale developments or projects overseas which offer opportunities, often long-term, to British

(continued on next page)

An Inward Mission of Government, provincial and municipal engineers from South Africa who came to Britain in November last year at the invitation of United Kingdom construction equipment manufacturers and the British Overseas Trade Board. The photograph shows the mission members with representatives of the DTI and Marshall-Fowler Ltd., Gainsborough, Lincs.

TRADE PROMOTION
continued

industry. The Embassy may suggest that the BOTB should, at its own expense, invite to Britain the person most able to influence the placing of orders so that he may be shown what Britain can offer. This work is undertaken by the VIP section of the Bureau. The main criteria for the authorisation of such a visit are:

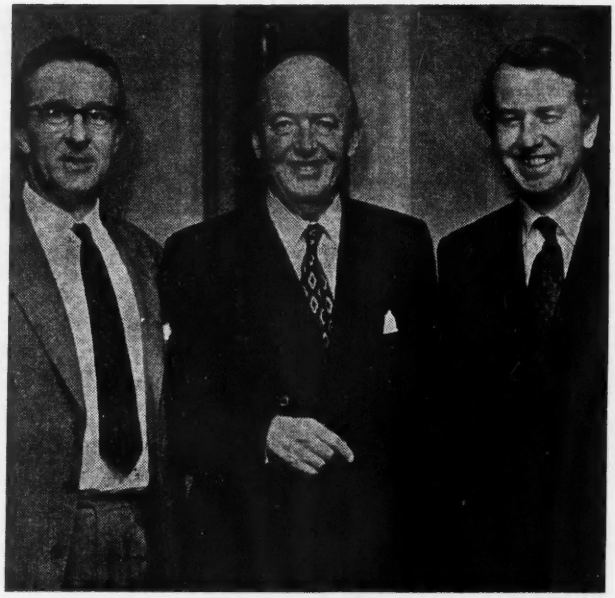
(a) that the person concerned can influence the placing of substantial orders. This does not necessarily mean that he will be the person signing the contract. He may be the chief engineer or technical adviser whose advice will undoubtedly be followed;
(b) that his interests cover a wide range of British industry. If his interests are confined to one field industry would be expected to contribute to the cost of his visit within the Inward Missions scheme;
(c) that he would not be coming to Britain anyway at his own expense, though if he were BOTB might agree to pay his hotel expenses while he fulfilled a programme drawn up by the VIP Section in consultation with other Divisions of DTI;
(d) that British industry welcomes the visitor coming and is willing to play its part in entertaining him.

Once approval is given and the invitation is accepted, a detailed programme can be worked out. The VIP visitor is met on arrival and escorted throughout his stay in Britain. In 1972 the Overseas Visitors Bureau arranged programmes for 102 visitors from 33 countries. It should perhaps be mentioned here that the Foreign and Commonwealth Office also invite overseas guests to Britain and, although their reasons are not commercial, it frequently happens that a visitor may nevertheless have some commercial interests and ask to see something of British industry. The Central Office of Information, which arranges the programmes for FCO visitors, will then consult the Bureau for advice about the commercial content of the programme.

Tours by overseas commercial officers

The fourth and last activity of the Overseas Visitors Bureau is the arrangement of duty tours for commercial diplomatic offices at home from overseas. At one time these tours were not concentrated on any particular group of commodities, and the officer was ready to talk to any firm needing advice about the country from which he came. His presence in Britain was advertised, and British companies were invited to request an interview. Although a few officers still make what is known as a standard advertised tour, it has been generally recognised that this does not make the best use of their time. (Often the information requested by firms is readily available anyway through the DTI regional offices or headquarters.) The tours now arranged for most overseas officers are therefore concentrated on a particular field of industry. This is selected in consultation with the officer and with the various branches of DTI involved, bearing in mind the potential market in the country and the capacity of British industry to meet the demand. 170 tours were arranged in 1972 for officers from 66 countries.

The Overseas Visitors Bureau's offices are in Export House, 50 Ludgate Hill, London EC4M 7HU. Any telephone inquiries about the schemes it operates should be made to 01-248 5757 ext. 535 (Business Visitors and VIPs), ext. 463 (Inward Missions) and ext. 627 (Commercial Officers' Tours).



Mr. Peter Walker, Secretary of State for Trade and Industry, addressed the Simplification of International Trade Procedures Board at a lunch in London last week. The picture shows Mr. Walker (right) with Lord Thorneycroft (centre), chairman of the board, and Mr. N. S. Despicht, director.

'Textiles poised for Europe'

In most sectors the textile industry is well poised to trade successfully in the enlarged Community, said Mr. Jan Lewando, member of the British Overseas Trade Board last Thursday speaking to a Manchester Chamber of Commerce and Industry seminar called 'Opportunity Europe.'

Said Mr. Lewando: 'The British Textile Confederation, of which I am the president, is engaged in discussions with the British Government, the textile industries of the other Community countries, and the Commission, about the development of Community textile policy.

'Our objectives are clear and largely agreed with the British Government. We want the Community to continue to have a viable and profitable textile industry. We also want the Community to have, in due course, a genuine common market for textiles, with free circulation for imported as well as domestically produced textiles and clothing.'

Seminar on export opportunities in US bi-centennial year

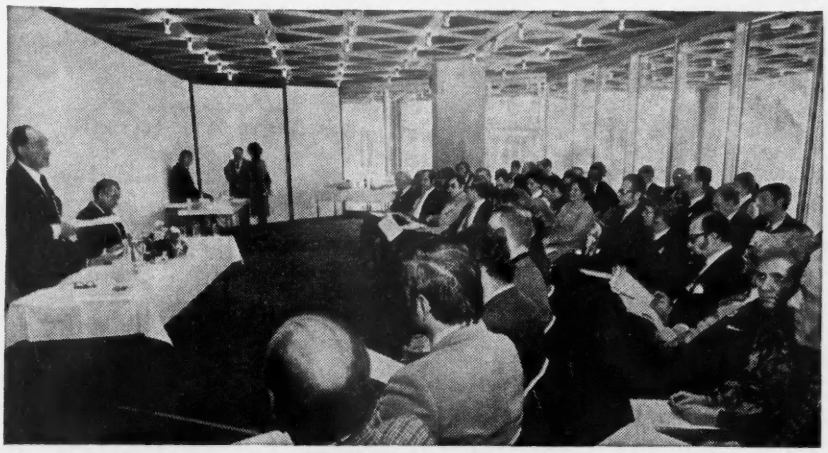
To highlight the export opportunities of the 1976 bi-centenary of the United States, the British Overseas Trade Board is sponsoring a seminar 'Bi-centennial opportunity' on Wednesday, March 28 at the Waldorf Hotel, London.

The chairman will be Lord Redmayne, chairman of the North American Advisory Group. Speakers will include Mr. Richard Kennin, an American historian, Mr. Alan Titchener from the British Trade Development Office, New York, Mr. Leslie Tillett, an American designer, and a representative of an American store group. Brochure and ticket order form available from: Mr. Peter Burke, Room 419, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Applications by March 20.

Government Publications in Scotland

from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh, 2



Mr. J. S. Rooke, chief executive of the British Overseas Trade Board, speaking at a press conference given by the British Toy Manufacturers Association in support of the 60 British firms participating in the Nuremburg International Toy Fair.

British toys compare well at Nuremberg International fair

From M. J. Hardie, Vice-Consul (Commercial), Munich: There is no doubt that Nuremberg remains an excellent shop window for British toys, particularly following our entry into the EEC.

Over 100 British companies took part in the International Toy Fair this year. Of these 61 took part in a Joint Venture organised by the British Toy Manufacturers' Association in conjunction with BOTB. The Joint Venture was split into four rows of stands in the new fairground. Other British exhibitors were spread throughout other halls.

A total of 1,583 firms exhibited (1972—1,347), of which 946 came from West and East Germany. There were 638 exhibitors (1972—524) from 35 overseas countries. Britain took second place in the list of overseas exhibitors with 103 firms, behind Italy with 120 firms. The fair authorities maintain that the number of visitors to the fair was over 25,000, a 20 per cent rise over 1972.

The international character of the event was again emphasised by the fact that over 7,300 of these visitors came from 65 different countries. Control of entry into the fair was much stricter this year, and it is probably safe to assume that at least 75 per cent of the visitors recorded were genuine trade visitors in the form of buyers, wholesalers, retailers and manufacturers.

Following the tendency of recent years there had been a general all-round rise in prices, and this was estimated to be between 5 to 8 per cent this year. The rise in prices of British toys was not, as has previously been the case, higher than elsewhere in the world.

One of the new aspects of this year's fair was the fact that it was taking place for the first time in the new fairgrounds at Langwasser. There is no doubt that the city of Nuremberg and the fair authority and everyone else involved had worked wonders to make the fairground at least functional for this year's fair. Building had only started at the end of 1971.

It is clear that next year the fairground will be fully operational and will without doubt be a vast improvement on the old fairground and its organisation. However, some doubts have been expressed about the hexagonal shape of the halls which are not really conducive to either oblong or square stand shell schemes. This latter point had not of course affected the official British exhibit as the Joint Venture was situated in hall M, one of the two temporary prefabricated halls which will be in existence for about five years.

Inquiries fewer, but better

Generally, British exhibitors had a reasonable fair with results overall tending to be more or less the same as in 1972. Inquiries although fewer were of good quality, and all British exhibitors confirmed that they would be keen to exhibit next year. Although the fair authorities' figures showed a higher number of buyers this year, traffic throughout the fair seemed to be lighter. It was encouraging, however, to hear from some British exhibitors that they encountered an increased number of German buyers. A number of British firms in the Joint Venture exhibited for the first time and were more than satisfied with their participation. One company hopes that within four weeks of the fair it will have received orders of up to £70,000. Several firms appointed new agents, and only a few firms recorded a poor to mediocre performance.

A very good performance was put up by Turner Research who were displaying the trophies which they had won for the toy of the year for girls (Plasticraft kit) and the most original toy of the year (Enamelcraft). Subbuteo had come to Nuremberg this year following preparatory visits to Munich in 1972 with a view to holding a Subbuteo world cup football tournament prior to the World Cup in Munich in 1974. They held a successful press conference at which Gordon Banks, the England goalkeeper, was present to sign autographs.

Another pleasing and useful feature of this year's fair was a press conference held by the British Toy Manufacturers' Association. Fifty-one members of the German press were present. Mr. Arthur Katz, president of the BTMA, Mr. James Rooke, chief executive of the British Overseas Trade Board, and Mr. Norman Statham, Minister (Economic) at the British Embassy in Bonn, participated. All three made interesting and informative speeches in German and answered questions from the press. They then visited the British Joint Venture and some of the British firms exhibiting individually in other halls.

Press coverage was given to a charter flight arranged by Toys International from Luton for 120 British toy manufacturers, agents and wholesalers and also advertising agents. The visitors spent the day at Nuremberg and returned to the UK the same evening.

The 1974 fair will take place from February 2 to 8, 1974. Details can be obtained from the Department of Trade and Industry Fairs and Promotions branch, the British Toy Manufacturers' Association, or the organisers, Internationale Spielwarenmesse GmbH, 8500 Nuremberg, Messezentrum.

Tenth European marketing congress

THE tenth European Marketing Congress on the theme *Marketing—the Key to Prosperity*, which is aimed at all those concerned with commercial marketing, will be held on May 3 and 4 at the Royal Lancaster Hotel, Hyde Park, London. The Congress is a bi-annual event held in European capital cities and takes place here for the first time during the year of our entry into the EEC.

The Congress will be opened by Mr. John Davies, Chancellor of the Duchy of Lancaster. Mr. Campbell Adamson, director-general of the CBI, will be chairman of the first morning's session. During the Congress there will be eight speakers distinguished in their own fields who will discuss various factors affecting marketing matters.

The event is being organised by the Institute of Marketing in association with Times Newspapers Ltd., and any inquiries about the Congress should be addressed to the Congress Secretary, The Institute of Marketing, Moor Hall, Cookham, Berks SL6 9QH (Tel: Bourne End 24922).

Mr. Peter Walker, Secretary of State for Trade and Industry, will be host at a Government reception to be held at Lancaster House during the evening of May 2. The reception, to be attended by guests from all European countries, will help UK marketing men to get to know their counterparts in the EEC before the Congress begins.

IDEX

THE NATIONAL INDUSTRIAL & COMMERCIAL DEVELOPMENT EXHIBITION

Sponsored by the Federation of Industrial Development Associations

Seymour Hall, London W.1.

4th - 6th April, 1973

All correspondence to be addressed to the Organisers, **46 Glebe Way, West Wickham, Kent, England. Telephone: 01-777 9629**

First international boat show in Geneva

From T. W. Sharp, British Consulate-General, Geneva: The first of a planned biennial series of international boat and camping shows called Salon International du Nautisme et du Plein Air—held at the Palais des Expositions in Geneva in February—attracted over 42,000 visitors.

In the past, small-scale exhibitions of boats were incorporated in the famous Geneva Motor Shows, but boating and camping have acquired such popularity in Switzerland that it was decided to hold a separate exhibition this year to cope with the demand by exhibitors for extra space.

The 110 exhibits covered 15,000 sq. m. Fifteen countries were represented, and the 207 items on display included 48 different makes of boats and motor-yachts, 38 sailing craft, 22 makes of marine motors and accessories, 28 companies' yacht and boat accessories, 11 makes of caravans, seven companies' camping equipment and 53 various makes of inflatable dinghies, under-water diving equipment and sports articles.

Twenty British companies were represented, either directly or through their agents. The most striking exhibit was unquestionably the massive Corniche Express touring power-boat displayed by Lancer Marine Ltd. of Oulton Broad, Lowestoft, but among many British craft on view on other stands were a Russell Marine Jaguar 22 cabin sailing-cruiser, a Fairways Marine Mystère Flyer 26 cruising yacht, a Hurley Marine 24/70 four-berth cruiser, a Marine Projects (Plymouth) Pilgrim motor cruiser, and a range of five power boats by Winner Boats (Europe) Ltd.

A Nantucket Clipper exhibited by the local Webra Yacht Agency attracted much interest, as did displays of boats from Bry-Owen, Dell Quay Ltd., Rondar Boats Ltd., and Shetland Boats Ltd.

The Salon authorities are keenly aware of the reaction that can arise from a surfeit of boat shows, and they hope to reach agreement with the organisers of the Zurich Boat Show and hold national boat shows in alternate years in Geneva and Zurich. In the meantime, it is planned to hold the second Salon in the series in Geneva from January 31 to February 9, 1975.

Sir Cyril Kleinwort, member of the British Overseas Trade Board, being shown how to use the Rima infra-red griller by Miss Angela Dietze last week on the Rima Electric Ltd. stand at the Cologne International Housewares and Domestic Appliances Fair. Over 80 British firms participated under the British Overseas Trade Board's Joint Venture scheme, making Britain the largest foreign exhibitor there.

Success at Brussels building show despite industry's gloom

From R. W. James, Commercial Department, British Embassy, Brussels: For the 11th successive year Britain was well represented at the Salon du Batiment (Batibouw in 1973) in a Joint Venture sponsored by the BOTB and the Building Materials Export Group. Twelve British firms took part, and it was the general view that the stand was not only well situated but extremely well designed.

This year's exhibition took place at a time of some gloom in the construction industry, with no immediate prospects of an improvement. Although there has been a boom in office construction, house (and more particularly apartment) construction has not done well despite governmental assistance. This, the president of the Salon declared at the official opening, should be increased, especially for the modernisation of existing buildings, a sphere in which Belgium had a great deal to make up.

Despite this somewhat depressing background, which was not reflected in the success of the British exhibitors, Batibouw attracted 428 exhibitors occupying some 22,000 sq. m. Foreign participation was estimated at about 15 per cent.

Most of the British companies taking part were already represented in the Belgian and/or Benelux market. William Kenyon and Sons (Vicuclad) Ltd., with their system of fire protection of structural steelwork, exhibiting for the first time, found it an excellent showcase, as did Rank Precision Industries with their surveying equipment. Another newcomer, Visnik and Sons, felt they had achieved the purpose of making themselves known.

Bolton Gate Co. repeated their successes of 1972, while Automated Building Components, who already have five Benelux firms manufacturing their Gangnail system of timber-jointing under licence, received inquiries from Italy, Portugal and Mexico. Nuway Manufacturing Co., whose products were introduced here about a year ago, were delighted with the Joint Venture scheme for their spiral-trap system stairs and rubber matting.

British Screw, with their vast range of fixation screws, and British Unalite with their roofing materials, cladding and sheeting were at Batibouw again with excellent results. Hereford Tiles found a number of possible agents for their unglazed tiles, Savage and Parsons received inquiries from Japan, Sweden, Portugal and EEC member countries. Hydro-Air International had some useful inquiries for their Mono-press roof-truss machine, and Dom Holdings added some orders to their books.

Good market for toys in Canada

From C. N. Mann, British Government Office, Montreal: Although toys from all over the world appeared at the annual toy fairs in Montreal, only Britain mounted a Joint Venture. Nevertheless, competition in the Canadian toy industry in 1973 will continue to be exceptionally keen.

The two fairs were the 33rd Toy and Decoration Fair, organised by the Canadian Toy Manufacturers Association at the Place Bonaventure Merchandising Mart, and the Canadian Toy Importers Association show at the Ramada Inn. There were 80 exhibitors at Place Bonaventure and 50 at the second show.

Products made by at least 20 British manufacturers were on display in Place Bonaventure, and an additional 10 manufacturers of British toys and allied lines had their products exhibited by agents and importers showing in the Ramada Inn.

The main concentration of British toys was in the Joint Venture display organised by the British Toy Manufacturers Association and the British Overseas Trade Board. The nine manufacturers who participated in the Joint Venture filled the 2,400 sq. ft. display area with their latest inventions as well as the proven selling items from past years.

Most of the British exhibitors reported that they were encouraged by the interest shown in their products by major Canadian buyers. Many useful sample orders were taken, and expectations are that the final orders for 1973 will exceed those booked in 1972.

In the first 11 months of 1972, the total value of British toys imported into Canada was approximately $4.5 million. All reports indicate that the Canadian market for toys in 1973 will be stronger than last year, and $5.5 million for 1973 should be a realistic target for British manufacturers.

✲Inter-Agromek

INTER-AGROMEK will comprise machinery and equipment for storage, handling and preparation of grain and seed crops as well as machinery for the mechanization of barn and silo.

Inter-Agromek is a specialized exhibition, enabling the visitor to take a view of the present stage of specialized machinery for indoor mechanization.

Danish Manufacturers of indoor machinery for agriculture have a large export trade and are known all over the world. They will show the best of engineering in machinery and equipment for indoor mechanization of modern agriculture.

If you want to keep yourself informed on the latest developments in this field you must visit Inter-Agromek, an important place, where people of the trade as well as farmers meet.

Further particulars concerning Inter-Agromek can be obtained from:

Danske Fabrikanter af intern Landbrugsmekanisering, sekretariatet, Filippavej 35, DK-8270 Højbjerg, Denmark.

inter✲agro✲mek

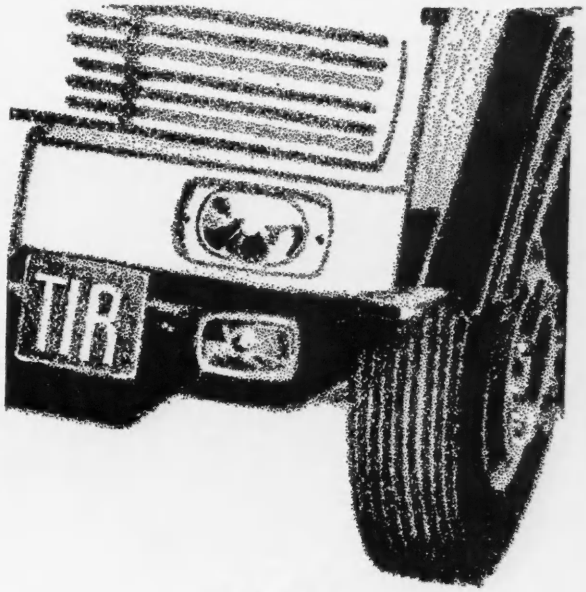
international exhibition

for agricultural

indoor mechanization

27th-31st March, 1973—daily 9 am. to 5 pm.

Exhibition-Centre in Herning · Denmark



VIA SCHENKERS

INTERNATIONAL FREIGHT FORWARDERS

At your disposal are:

Over 20 Schenkers offices in the UK and Eire
Over 100 Schenker branches, agents and correspondents in the enlarged European Economic Community

Autobahn Trailer Express services for both groupage and full loads

ISO standard type containers for full load movements

Trainferry services and airfreight consolidations

Plus warehousing with local distribution facilities, Packing and Insurance

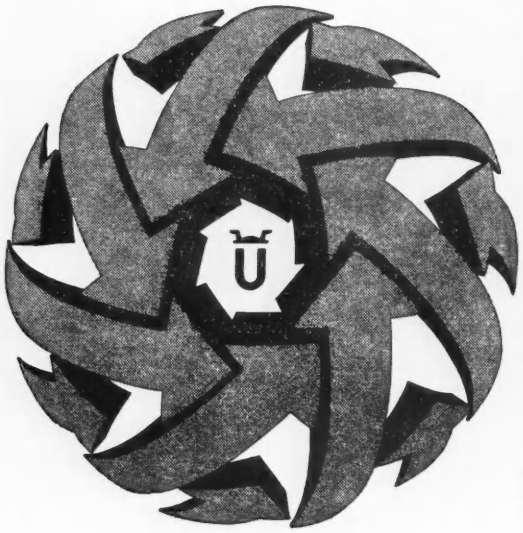
If you are exporting to the Common Market — get a head start

We work with Europes largest Freight Forwarding Organisation:
Schenker & Co. GmbH.

SCHENKERS LTD.

Royal London House, 13 Finsbury Square, London EC2A 1BN

Tel: 01-628 7050 (29 Lines) Telegrams: Transenker Ldn. Telex: London 886856 (2 Lines)



SPRING FAIR

100th consumer goods fair utrecht netherlands 11th-16th march 1973

Daily from 9 a.m. - 6 p.m., but on Sunday 11th March from 10 a.m. - 6 p.m.

Organisation/catalogue
Royal Netherlands Industries Fair, Utrecht.
Phone: (030) 914 914 - Telex 47132.

'73 Brighton International Exhibition And Trade Fair

Sept.15/23
Metropole Exhibition Centre
BRIGHTON ENGLAND

The salesway to and from Britain, Europe and the world — already an export award winner it will be even bigger in '73.

Extensive television, press publicity and direct mail will again ensure impressive attendance figures this year.

Join the increasing variety of exhibitors who enjoy the infinite advantages and cosmopolitan atmosphere of this international forum where east meets west and many places between.

Sponsored by: Brighton Corporation
The Federation of Sussex Industries
Brighton and Hove Chamber of Commerce and Trade
Brighton and Hove Guest Houses and Restaurants Association
Brighton and Hove Entertainment Managers' Association.

Details from: Reg Lawson, Home and Overseas Sales,
Brighton International Trade Fairs Ltd., Green Dragon House,
High Street, Croydon, CR9 2UH Surrey, England. Tel: 01-686 5741/3

Cologne sweets and biscuits fair proves itself

From Mrs. H. Mock, British Embassy, Bonn: On its third birthday the International Sweets and Biscuits Fair in Cologne has proved that it has finally got over its teething troubles and is now firmly established as one of the most important of its kind in the world.

There were 6,300 buyers from the wholesale trade, buying organisations, department stores and similar large outlets at the fair, with each third one coming from abroad. Press, radio and TV was represented by 288 journalists from 17 countries, and buyers came from 41 countries.

Britain's debut in Cologne was on a Joint Venture stand sponsored by the British Food Export Council in conjunction with the British Overseas Trade Board.

The brightness of the stand design was reflected on the optimistic faces of the 17 British exhibitors. The many German and foreign buyers who came to the British stands not only made many compliments about the appearance of the British presentation, but also showed a keen interest in the displayed products—among them over 30 novelties—and placed many orders or made serious inquiries which may lead to substantial business.

Mr. Haydn Williams, chairman of the EEC committee of the British Food Export Council said: 'All exhibitors agree that this fair is becoming one of the most important for biscuits and confectionery manufacturers. It has also become truly international in character with buyers from all over the world. Without exception the British firms participating expressed considerable satisfaction.'

Mr. Philipp Davey of George Payne and Co. Ltd. added: 'We have exhibited in Germany since 1961 in the British Joint Ventures in Anuga and then at ISM. This 1973 ISM has been the best for us over the past 12 years because the UK is now in the EEC, the time of year is good for serious buyers, the layout and position of the British stand in its open plan is very good, and ISM is now internationally the most important meeting place for us.'

The British sweets and biscuit industry was additionally represented at this ISM by 22 companies on their German agents/importers stands. Here too, inquiries were received not only from German buyers but also from many other countries. As a result, some UK manufacturers are already considering participation in the Joint Venture next year to enable them to look after the international side of their business more comprehensively.

Although the British sweets and biscuit industry is well aware of the hard work that still has to go into their efforts to conquer the EEC market, it is looking forward to this challenge with optimism.

Big demand for BRITEC 73

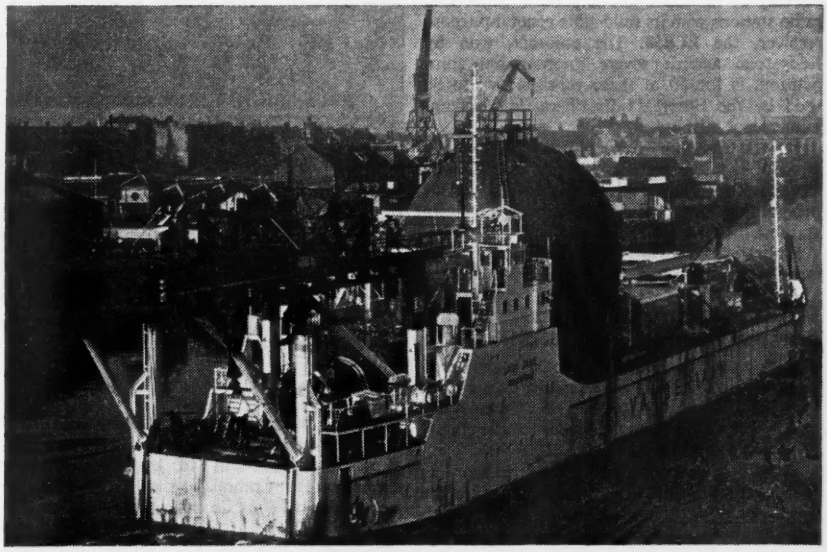
APPLICATIONS for 85 per cent of the stand space at BRITEC 73—the British Industrial Technology Exhibition to be held in Bilbao from October 18-25 this year—have already been received.

BRITEC 73 is organised on behalf of the Department of Trade and Industry by Industrial and Trade Fairs International Ltd.

US poultry show

THE Joint Venture at the Southeastern International Poultry Convention and Show was sponsored by the BOTB and the British Agricultural Export Council, and not by the Agricultural Engineers Association, as reported.

EXPORT BUSINESS



To accommodate this huge sphere shipped across the Atlantic from Glasgow by Procon (Great Britain) Ltd. for the oil refinery which it is building at Come-by-Chance, Newfoundland, for the Newfoundland Refining Company, the side of the ship had to be cut away. The outsized (42 ft. diameter, 165 tons) storage vessel for liquefied petroleum gas was built for Procon by Motherwell Bridge Engineering Ltd. It is part of £30 million worth of British exports which Procon, a unit of the Universal Oil Products Co., is using for this contract.

Davy mills and machinery division books £2 million

DAVY-ASHMORE reports that its mills and machinery division has taken orders worth £2 million since the beginning of the year. Export business accounts for most of this total, with plant and equipment scheduled for Austria, Spain, Yugoslavia, Portugal, Canada and Czechoslovakia.

One order is a four-time repeat. It covers a synchronised rotary tinplate-shear of Hallden/Robertson type, worth £150,000, sold by Davy Manufacturing to Skodaexport of Czechoslovakia. This will be installed in a steel mill in Kosice and will be the fourth shear of this design to be supplied by the Davy group to this steelworks.

Another notable item included in the list is a slitting line, valued at over £440,000, which Loewy Robertson will supply through Investrade of London to the 11th of October factory at Kumanovo in Yugoslavia. The slitting line will be of special design to enable it to deal with a wide variety of metals, including soft aluminium and its alloys, mild steel, a wide range of stainless steels, copper and other non-ferrous metals.

WELLMAN-POWER Gas Inc., a Davy-Ashmore engineering and contracting company in Lakeland, Florida, has scored a further success in the field of environmental control. The company has been awarded an engineering contract to design a major pollution-control facility for Procter and Gamble's pulp mill in Mehoopany, Pennsylvania.

This will be a multi-million-dollar installation, designed to remove sulphur dioxide and particulate from the stack gas issuing from two boilers on the Mehoopany plant. It will treat over 100,000 cu. ft. of gas per minute.

Repeat orders for filters

STELLA-META Filters are supplying further equipment to two major breweries.The United Africa Co., whose partners are Heineken Technisch Beheer of Rotterdam, have placed an order for another 250 H1/hr Metafilter to add to the one already in operation at the Lagos brewery of Nigerian Breweries Ltd. Usher Vaux Brewery, Edinburgh, will also soon be installing their second 112 H1/hr Metafilter station.

Stella-Meta have also recently commissioned a 300 H1/hr Metafilter station at Falkens Bryggeri, one of Sweden's leading breweries. This was supplied in association with Henry Wallenberg AB Aktiebolag, Stockholm, Sweden licencees for Stella-Meta Filters.

Record exports for Bewax

RECORD exports were achieved last year by Bewax Products Ltd. of Bognor Regis with approximately 25 per cent of all production of floor-care and maintenance products and equipment being used overseas. This figure was approximately 5 per cent higher than the total exports for 1971, also a record.

Already this year Bewax have exported nearly 12 tons of materials to six overseas countries—France, Italy, Spain, Portugal, Hong Kong and Singapore.

Seven machines in one day

AN intensified export drive recently initiated by Barbara Hills, the managing director of Trubenised (Sales) Ltd., has resulted in the dispatch in one day of seven Trumatic automatic profile-stitching machines valued at more than £25,000 including ancillary equipment. The machines will be used by garment manufacturers in Australia, Czechoslovakia, Spain and Japan.

Six Trumatics were also bought in the first three days of the week beginning February 12—one each for West Germany and Austria and two each for France and Australia. A single order came from Japan for seven Trubenised rotating-table spot-welding machines for use in the production of shirt-collar prefabricated interlining assemblies. Another order and delivery of a Trumatic came after a private exhibition in Budapest organised by Trubenised in association with the Hungarian Technical and Scientific Society of the Textile Industry and Hungarotex.

Eddystone radio receivers for South America

EDDYSTONE RADIO LTD. is starting immediate delivery of an order to equip Brazilian coastal radio stations with its solid-state general-purpose receiver, the EC958. The contract, won by Eddystone against severe international competition, is for 60 of these versatile sets to be used by the Empressa Brasiliera de Telecommunicacoes (Embratal).

Brazil's expanding overseas trade, with goods handled through ports along an exceptionally long coast line, has given impetus to Embratel's programme of re-equipping its coastal radio stations.

Embratel's order includes spares, and delivery is to be completed in 12 months.

Big carpet-making plants ordered from Poland, USSR

EDGAR Pickering (Blackburn) Ltd. have secured an order for the supply of a complete carpet plant to Poland worth £870,000. The company has also secured a first Russian order for the supply of carpet machinery valued at £820,000.

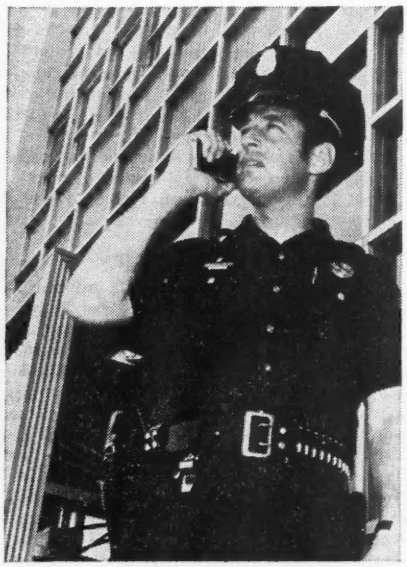
These two orders represent the largest orders ever awarded by the Comecon countries for the supply of tufted-carpet machinery, and delegations from both these countries will shortly be visiting the company's works to discuss future needs.

The company has also received orders for the supply of the new Pickering/Crawford multi-colour plant to Germany worth £273,000. The purchase has been arranged through Intelco Leasing Ltd., who agreed the financial terms with the German customer. In addition, another German company has ordered tufted-carpet machinery to the value of £410,000.

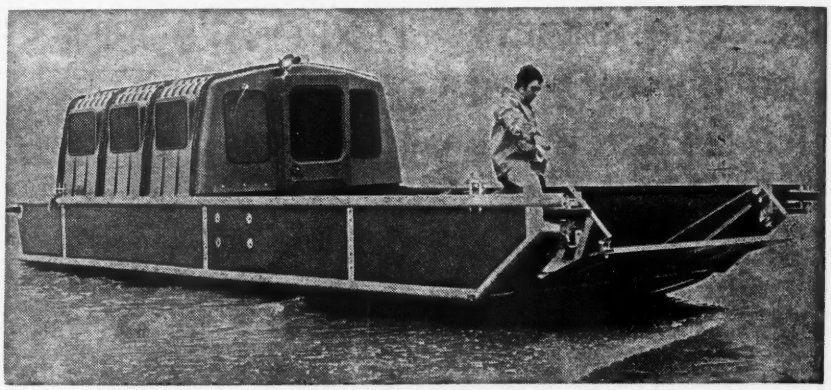
£1.5m port extension at Beirut

THE Compagnie de Gestion et d'Exploitation du Port de Beyrouth has awarded a port extension contract valued at about £1.5 million to a joint venture of Taylor Woodrow International Ltd. and the Société Nationale d'Enterprises (Joseph G. Khoury), of Beirut, Lebanon.

The contract is due to start in March with completion early in 1975. The existing main protective mole will be extended by 200m, and two wharves will be constructed in sliced block-work totalling 540m in length. Consulting engineers are Commission d'Extension et de Promotion du Port de Beyrouth.



At Dallas in Texas, a £30,000 space-age personal communication system has changed operations within the city's Police Department, with miniature pocket receivers supplied by the London-based Multitone Electric Co. Ltd., 300 detectives and police officers are in constant contact with headquarters.



One of the latest Sea Trucks of the type being supplied by Rotork Marine Ltd. of Bath under a recent £400,000 contract for Bangladesh.

Redman Heenan Froude win further orders for test plant

Two export orders won recently by Redman Heenan Froude, Worcester, totalled more than £43,000. The orders cover a FA9 hydraulic dynamometer worth some £27,000 for the Industrial and Marine Machinery Co. of Barcelona and a FA6 machine, similar to, but smaller than, the FA9 unit, for Industrial Villares of Sao Paulo and worth approximately £16,000.

BICC group wins £1.5m power station contract in Indonesia

BICC's construction group has received an order worth about £1.5 million from PLN, in Indonesia for the supply and installation of the electrical and mechanical equipment associated with a new diesel generating power station on the island of Bali.

The supply of the diesel engines under the contract is being sub-contracted by the BICC group to Mirlees Blackstone Ltd.

The Government of Indonesia is developing the tropical island as an international holiday resort. The public utility has an existing generating capacity of only 3MW, and the new power station is part of a major electrification scheme designed to feed hotels and other amenities under construction. The electrification scheme is being financed by the UK Overseas Development Administration and supervised by Preece, Cardew and Rider, consulting engineers.

Earthquake-monitoring system for Italy

A MAJOR order for seismographic recording equipment has been placed with Racal-Thermionic Ltd. by the Italian Government. The order, announced during a recent visit to the UK of a party of Italian geophysicists and engineers, is for equipment which the company claims to be a major world development for long-term recording of seismic data. Worth over £30,000, the equipment will form part of a highly sophisticated chain of earth tremor detection stations sited along the length of the Italian peninsula and will play a vital role in Italy's contribution to the International Geodynamics Project.

The recording system developed by Racal-Thermionic both measures and records earth tremors having a particle velocity as low as one nanometre per second. The system employs a new seismometer developed jointly by Rank Precision and Dr. P. L. Willmore of IGS Edinburgh.

IC companies, home and overseas, link up on a single project

Two 500MW boiler steam drums and associated equipment are to be manufactured by the main works Derby of International Combustion Ltd. for its Associated company IC Australia Ltd. This equipment will be incorporated in the gas/oil-fired boiler plant being supplied and erected by the Australian company at Newport Power Station, Melbourne. The contract is worth approximately £350,000.

International Combustion are currently carrying out a number of projects both at home and overseas for major utility equipment. They have recently signed contracts for the supply and erection of steam generating plant for power stations in Northern Ireland (at Kilroot), Hong Kong (Tsing Yi Island), Australia (Newport), New Zealand (New Plymouth) and South Africa (Arnot).

Italian printing order

AN Italian order for printing machinery valued at £330,000 has been placed with Baker Perkins Ltd. by Stabilimento Poligrafico G. Colombi, of Milan.

The order is for a twin Satellite web offset press 965 mm wide with a circumference of 1,200 mm and a printing speed of 6m per second. It is the first order to be won by Baker Perkins printing machinery division in Italy but is the tenth to be obtained in Europe.

The Italian customer already operates a number of web offset presses, but the one being supplied by Baker Perkins will be the only British machine on the premises.

New order for refrigerated cargo vessel for Blue Star

SMITH'S Dock Co. Ltd. have had an order from Blue Star Line of London for a refrigerated cargo vessel for delivery in 1974. The contract is valued at about £5 million. A contract for an identical vessel has been placed with Aker Group of Oslo, Norway, for delivery in March 1975.

The vessels are to be fully equipped for world-wide reefer trading and are to be based on Akers design. The technical departments of Smith's Dock and Akers will co-operate in the development of this design to meet the trading requirements of Blue Star Line.

This contract extends the current Smith's Dock involvement in reefer vessels. The company is at present completing eight such vessels of 350,000 cu. ft. capacity for Maritime Fruit Carriers Group and is due to launch the sixth of the series in March.

There are two sides to the Qantas goods story.

Qantas Cargo's new low rates to Australia compare favourably to charter rates. And that's only half the story.

But what a half!

Containerised or unitised cargo, 800 kilos and over, now goes for just £1·20 per kilo. Contact Qantas or your freight forwarder for full details.

Containerised cargo can be loaded and unloaded quicker, too – so you save time. And, there's no risk of damage or pilferage.

Never rate a cargo service on rates alone. In addition to new low rates, Qantas offer you daily direct flights to Australia, flying direct either to the major Sydney or Melbourne markets with no costly, delaying transhipments.

Qantas late afternoon take-offs are ideal for today's exporter.

Get in touch with us. Or your freight forwarder. And get a better run for your money.

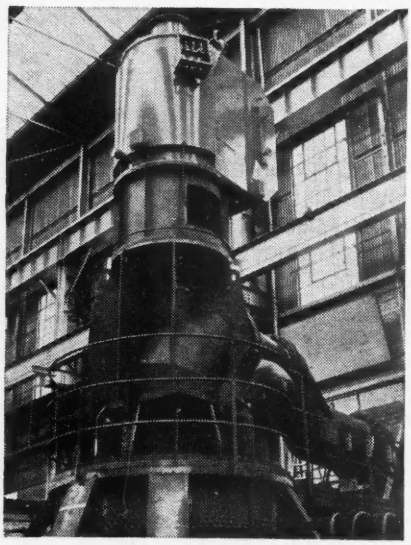
The direct cargo service to Australia now at a new low rate.

QANTAS CARGO

The marketing edge.

For reservations, phone Qantas Jetlift 01-890 8822. Telex 934286

QANTAS WITH BOAC, SIA



A high-capacity well-type pump being prepared for a test run in the Weir Pumps Ltd. factory at Alloa. Fourteen pumps of this type have been ordered from Weir in a £250,000 contract for Singapore's Kranji-Pandan Water supply scheme.

Cleaning up the Continent—air-pollution control

Two large export contracts for air-pollution control equipment have been won in the face of world-wide competition by Tilghman Wheelabrator Ltd., Altrincham, Cheshire.

The contracts, worth a total of £370,000, are to supply fabric-filter dust-collector systems to Sweden and Russia. The Swedish contract is for the supply, installation and commissioning by September 1973 of a high-temperature system to prevent air pollution at Sweden's largest stainless-steel manufacturer, Uddeholms AB.

The Russian contract is for three continuous automatic dust-collector systems using fabric filters to separate and collect asbestos dust. This contract, for V/O Metallurgimport, is scheduled for completion in December 1973.

£38 million-worth of British carpets exports in 1972

THE British carpet industry exported over £38 million-worth of woven and tufted carpets in 1972, and £21 million of this total went to the original EEC and EFTA markets (total in 1971 was £14,600,000). Other major group markets were £8,700,000 to all commonwealth countries, and rest of the world £8 million. The leading individual markets were Switzerland (£4,025,000), Sweden (£3,895,000), Canada (£3,850,000), Australia (£3,500,000) and the Irish Republic (£3,084,000).

Second Avery scheme

A NEW-TECHNOLOGY electronic system for weighing rolling stock while it is on the move is to be supplied by Avery Export Ltd. to the Tasmanian Railway Authority. For installation in a by-pass track off the main Launceston to Bell Bay line, the automatic system will weigh coupled freight wagons individually as trains are hauled over the weighing platform at 4 to 6 mile/h. Each wagon weight will be indicated and recorded to accuracies that meet official requirements.

This is the second of these Avery schemes to be ordered by Australia. One is already operating in Victorian Railways' South Dynon Goods Yard, Melbourne. Several are in service in UK in steelworks, quarries, chemical plants, coal depots, etc.

Third Dosco Roadheader for Belgian coal mine

AN order for a third Dosco Mk. 2A Roadheader tunnelling machine has been received by Dosco Overseas Engineering Ltd., Aylesbury, from the Kempense Steenkolenmignen Co. in Belgium.

The new machine is for the Beringen coal mine where two Mk. 2A Roadheaders are already in service. The machines are used to develop underground tunnels for the retreat system operated in the mine. They have achieved much higher rates of advance than the conventional method of shot firing used previously and enable coal to be produced more cheaply and efficiently.

Foothold for Hugh Smith (Glasgow) in Algeria

AN order for three machines worth more than £150,000 placed with Hugh Smith (Glasgow) by the Societe Nationale de Construction Algier (SN Metal) is a first success for the company in Algeria.

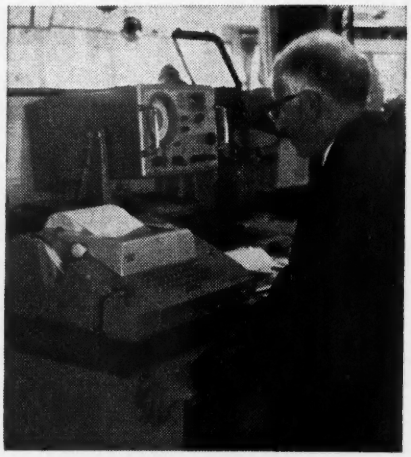
The machines—a 12m edge mill, an 800 ton, 3m vertical plate-bender and a 300 ton, 3.6m vertical plate-bending machine—are to be delivered next autumn and will be installed in a new construction and fabrication factory in Oran on the West side of Algeria's Mediterranean coast.

Overseas order for Orr Pumps

ORR Pumps Ltd. of Gloucester have received a further order through their agents in New Zealand for four 25gpm and one 10gpm insulating oil-filter presses. The machines will be used by the New Zealand Electricity Department to clean and dry transformer insulating oils at Auckland, Napier, Wellington and Dunedin.

During the last five years 50 similar machines have been supplied to New Zealand and South Africa, with a total value of some £175,000.

Two outsize lapping plates with conditioning rings have left Britain for a multi-million-pound lorry-construction complex now being built 600 miles east of Moscow. The Kama River lorry project is at Naberezhniye Chelny and will ultimately produce an annual 150,000 medium and heavy trucks and 250,000 engines of between 165-230 bhp. Engis Ltd. of Maidstone supplied the 36in. diameter plates and rings and Precisionlap Ltd. of Camberley supplied their model 36 automatic lapping and polishing machine with pneumatic pressure equipment on which the plates will be used to lap, and subsequently polish with diamond compound, oil seals on the Russian engine components.



Magnavox satellite navigation equipment supplied by S. G. Brown Ltd., Watford, in use on board the Norwegian-owned Leif Höegh ship Höegh Hill. A further two Norwegian ships are to be fitted with the system. The vessels, both of Leif Höegh and Co. A/S of Oslo, are a 245,000 ton tanker being built in Japan, and a 125,000 ton natural-gas carrier under construction in Norway.

Poland buys £300,000-worth of cladding materials

THE Polish buying agency Stalexport Katowice has placed an order worth over £300,000 with H. H. Robertson (UK) Ltd. for industrial roof and wall-cladding materials.

This is the largest single order ever received from an East European customer for lightweight protected-steel sheeting since the company renewed its sales efforts in that area two years ago.

Robertson cladding was specified by the Polish design consultants for heavy industries, the Institute of Biprostal Kracow, against competition from other domestic and West European suppliers. It is to be used on a number of new steel-making plants.

The company is currently working on industrial projects in East Europe for Czechoslovakia, Yugoslavia and the Soviet Union, together worth nearly £3 million.

British firm to seat EEC staff

STAFF in the EEC administrative offices in Brussels, Geneva and Luxembourg will soon be sitting on British chairs. The chairs are being supplied by British manufacturer Carson Office Furniture.

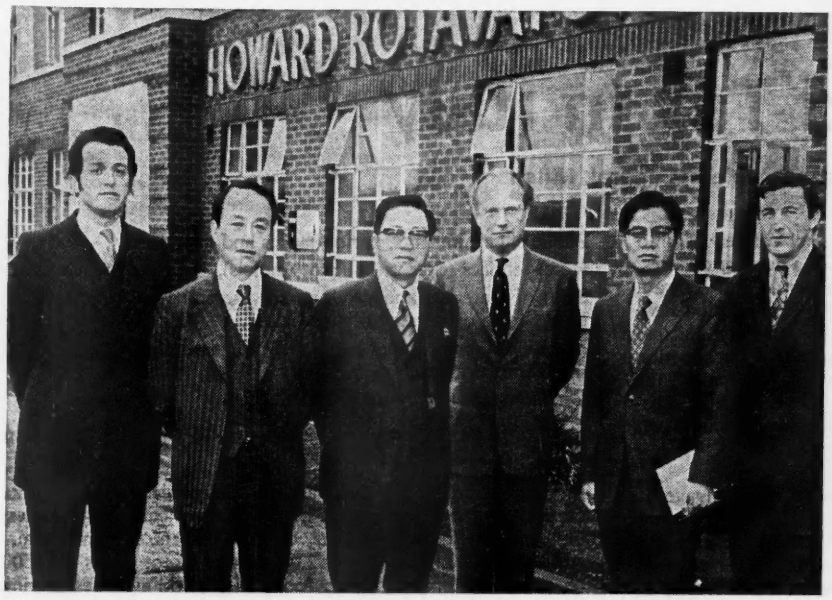
Carson Office Furniture are to supply chairs from their Take Three and Take Five ranges. The initial order for the offices in Brussels and Geneva runs into many thousands of pounds, and consists of nearly a thousand chairs. Details are awaited of a further order for the Luxembourg offices.

£750,000 Russian heaters order

GKN BIRWELCO (Uskside) of Newport, Mon. has won a £750,000 order to supply 17 continuous-bar induction heaters to the Russian state buying organisation Stankoimport, Moscow. The induction heaters will be used for feeding fully automatic horizontal forging presses.

The order, won in the face of strong international competition from the United States, West Germany, and Belgium, is the largest awarded the company since it moved to Newport six years ago. Deliveries are scheduled to start in June and will be completed by the end of 1974.

MISSIONS and TOURS



Three senior government officials from South Korea recently visited the Howard Rotavator Co. factory at West Horndon. With responsibilities for the industrial and economic expansion of their country they were particularly interested in discussing the developments of modern agriculture and in particular the enlargement of the programme involving the use of Rotavators.

Cable and Wireless sell to Peking

FOUR staff of Cable and Wireless Ltd. led by Mr. B. Suart, general manager, returned to Hong Kong recently after discussions in Peking with representatives of the China National Machinery Import and Export Corporation and the Kwangtung Administration of Telecommunications.

These discussions followed previous meetings on the subject of improving and augmenting telecommunication facilities between Kwangtung and Hong Kong.

Agreement was reached in Peking to proceed with a joint coaxial telephone-cable scheme with an initial capacity of 60 telephone circuits and an ultimate capacity of 300 telephone circuits.

The cable will be capable of carrying telegraph, telex, leased circuits and data transmission. The new system is expected to be in operation in the first part of 1974.

Marketing consultancy specialises in Japan

MRS. Jill Gribbin, of Gribbin and Gribbin, left for Japan recently for preparatory work on two new projects. The newly formed marketing consultancy in Beckenham is collaborating with two publishing houses on Japanese marketing practices and management and investigating the market for a design company and a cosmetic manufacturer.

The firm specialises in Japan and offers a complete marketing advice service as well as executive training and personnel selection. Other services include the arrangement of editorial and paid publicity, and liaison with distributors and licensed manufacturers.

Ontario mission seeks licencees

A NEW type of specialised trade mission from Ontario, whose members will be seeking British licencees for a range of commercial and industrial items, was in London recently.

The Canadian group was the first of its type to be sent to the UK by the Ontario Ministry of Industry and Tourism, Toronto, under its Manufacturing Abroad Programme. This is aimed at helping the province's manufacturers to get into the export market especially in product areas where shipping costs and other technical factors make direct sales uneconomic.

The 10 mission members looked for British companies with the production and marketing set-up to undertake licence manufacture of items ranging from plastic consumer and industrial-waste containers, water-conditioning equipment and asphalt-batching plant, to removable sound-barrier walls, a press brake-tooling system and a 'one-write' accounting system for insurance companies and travel agents.

Birmingham visits Mexico

AT the request of the British Embassy in Mexico, the Birmingham Chamber of Commerce and Industry in collaboration with the British Overseas Trade Board is to sponsor a one-week technical mission to Mexico with the emphasis on suppliers of goods and services associated with pollution-control equipment.

The mission will leave on June 22 and will be based in Mexico for one week.

Swedish visitors at Andover

MR. Sam Twining, export director of R. Twining and Co. Ltd., Andover, recently welcomed a party of 19 Swedish members of the Favor Group of Stores from south Sweden.

The visitors were given a conducted tour of the tea-blending plant and ended up with a specially arranged tea sampling of speciality teas.

Twining currently export 300 tons weight of speciality teas to Sweden. The most popular blends are Earl Grey, English Breakfast, Darjeeling, Orange Pekoe and Prince of Wales.

Scottish industries mission

TWENTY-ONE small firms in Scotland set out recently to North America for a planned exports sales drive. This, their first-ever group trade mission to Canada and the United States, is part of a programme specifically designed to meet their needs by the Small Industries Council for the Rural Areas of Scotland (SICRAS).

The group consisted of the directors or principals of 16 individual companies and five other firms were represented by the Council. The major emphasis was on textile goods but scientific instruments, jewellery, footwear, plastics and sea-food products had good representation.

An advance party left on February 8 to visit Halifax before meeting the main mission group in Toronto on February 11. The tour, which lasted 16 days, moved on to include Boston, Los Angeles, San Francisco, and Vancouver. Some individual mission members visited other areas for special appointments connected with their particular business.

Leicester go down-under

THE most far-flung mission ever to be mounted by Leicester and County Chamber of Commerce left on February 24 for a three-week visit to Australia and New Zealand. The mission, the 51st to be organised by the Chamber is led by the president, Mr. J. W. Polito.

Ten local firms manufacturing metering pumps, pipeline equipment, fire alarms and clock systems, educational aids, double-jersey fabrics, machine tools, mining and foundry equipment, steel valves, woodworking machinery and textile machinery are represented.

Visit to Houston, Texas

THE North East Scotland Development Authority and the Highlands and Islands Development Board, in association with *The Press and Journal*, are sponsoring special businessmen's trip to Houston in Texas. The trip will leave Aberdeen on April 28 and return on May 5.

The businessmen in the party will have the opportunity to visit the annual International Offshore Technology Conference Exhibition being held in Houston between April 30 and May 2. Both NESDA and the HIDB will have stands at the exhibition.

Pirelli chief leaves

THE head of the Pirelli Ltd. tyre-sales organisation, Mr. Frank Briggs, left recently on a four-week export sales boost trip to the USA, Australia and Singapore. Among the subjects he will discuss is the supply of Cinturato radial ply tyres to the North American market by Pirelli.

The US radial ply tyre market is expected to expand considerably over the next few years.

A British Ceramic Trade Mission left London Airport last week for Brazil. They will be attending the 17th Brazilian Congress of Ceramics.

Value Added Tax in Italy

from the Commercial Section, British Consulate-General, Milan

ITALY introduced a Value Added Tax—Imposta sul Valore Aggiunto (IVA)—on January 1, 1973. It takes the place of a number of taxes, the most important of which are, Imposta Generale Sull' Entrata (IGE) or general turnover tax, and Conguaglio (equalisation tax), both of which were levied on imports and the various municipal taxes on consumer goods. Italy was committed to the introduction of IVA because of the tax harmonisation programme of the European Economic Community and has combined its introduction with a far-reaching reform of the Italian tax system.

Operation

Unless exempted, all companies or persons who engage in economic activity for the production or exchange of goods or the rendering of services in Italy are liable to IVA. On every invoice the IVA due will be indicated separately. The purchaser pays the full amount, ie basic price plus tax. If he is also in industry or commerce and himself liable for IVA, he is entitled to deduct from the tax for which he is liable the tax which has already been paid on the goods and services which he has bought.

Procedure for collection

Companies or persons liable for IVA will be required to keep registers of their sales and purchases, indicating separately for each transaction the amount of tax due or deductable. At intervals established by the law, they will have to present to the tax office a declaration of the transactions effected in the previous period. At the same time they will have to pay to the tax authorities the amount of tax which the documents show to be due.

The tax authorities will check this liability, and, if they discover any variation, will carry forward to the next month the relevant credit or debit. In addition, in February each year those liable to IVA will have to present a comprehensive declaration of the total transactions effected during the preceding year.

Repayment

Certain firms may find that the deductions which they are entitled to claim exceed the amount of IVA for which they are liable on their own sales. In this case the difference in their favour will be carried forward to the next month. However, if they prefer, they will be entitled to claim a refund.

Rates

The normal rate of tax is 12 per cent.

A reduced rate of 6 per cent is applicable to the following major categories of goods referred to in the Italian legislation as list A:

Basic necessities—ie agricultural and fishery produce; foodstuffs; water, gas and electricity for domestic uses; pharmaceutical products, and common soaps.

Books, including ancient books, and audio visual materials for teaching.

Daily newspapers and periodicals of political, trades union, cultural, religious or sporting character.

Public entertainments, performances and games.

Hotel services (except for luxury hotels), but only for residents.

Sales of materials and products for the stone-working industry in any form or degree of manufacture.

Scientific apparatus destined solely for research as certified by the National Research Council.

Fertilisers and phytosanitary products.

A rate of 18 per cent will be applied to the following main categories of goods, referred to as list B:

Precious stones and jewels, hand-painted porcelain, furs, works of art by artists no longer living, playing cards and games, reptile skins, luxury knitwear, oriental carpets, perfumery, aircraft under 600 hp, cars over 2,000 cc and motor cycles over 500 cc, processed tobacco, luxury foodstuffs, sparkling wines bearing the statement 'natural fermentation in the bottle.'

Temporary reductions

In an amendment to the original law the rate charged on some food products (eg vegetables, oil, eggs, fish, cheese and rice) is specified as 3 per cent instead of 6 per cent as originally intended.

In addition food products which on December 31, 1972 were exempt from IGE will be subject to IVA at a rate of 1 per cent in 1973 and 1974 and a rate of 3 per cent in 1975 and 1976.

Also, in 1973 and 1974 the rate of IVA levied on certain textile products will be reduced from their normal rate of 18 per cent and 12 per cent to 9 per cent and 6 per cent respectively.

Exemptions

The following main categories of goods and services are exempt from IVA:

Sales of land and of firms, and certain financial transactions, particularly those connected with agricultural credit.

Provisions of services expressly exempted because of outstanding cultural or social benefit, payment for services provided with agricultural machinery for individual or associated agricultural enterprises, lettings and rentings of premises, insurance operations.

Exports, services relating to goods temporarily imported, international services or services connected with exporting to be determined in relation to international trade.

Ships and aircraft owned by the State, or destined for services which have been granted by the State, and goods and services relating to the construction, furnishing and fittings, or repair, transformation, or modification of these.

Imports

All imports (except, in general, temporary imports, and ships and aircraft) are subject to IVA. IVA is levied on the gross landed value of the goods (ie the cif value plus all frontier dues).

IVA is payable by whoever effects the importation of goods. For

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:— Dr. FRY'S TRANSLATION SERVICE

2 Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

a company or individual normally subject to IVA, the amount paid on imported products is deductable in the normal way from their liability on the sales of goods or services.

Special provisions for small firms

Firms and individuals with a turnover of less than lire 5 million per year will be exempt from IVA.

Those with a turnover of up to lire 21 million will have a reduced incidence of IVA.

Those with a turnover of up to lire 80 million will have a simplified system for the application of the tax.

Transitional provisions

There will be transitional provisions to cover in particular the situation regarding stocks and capital equipment. Regarding stocks, the firms will be entitled to deduct from their liability to IVA the IGE paid on goods purchased during the previous four months and still held in stock on December 31, 1972. This amount will be deducted not in a single amount in January 1973 but in instalments over a period of 12 months.

Regarding capital investment in fixed assets, the IGE paid on purchases of capital goods during the last six months before IVA was introduced may be allowed as a deduction against liability to IVA. As in the case of stocks, it will be deducted in 12 equal monthly instalments.

Further information

An English translation is available of the following sections of the Italian decree setting out:

taxes to be abolished, referred to in the first paragraph;

lists A and B, referred to in the paragraph headed 'Rates';

list of products where there are temporary reductions.

The translations may be obtained from the Department of Trade and Industry, OTAR Section, Export Services Division, Export House, Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 466/467/288).

Denmark to buy UK capital goods under £1 million credit

THE Export Credits Guarantee Department has guaranteed a loan of £1 million arranged under a financial agreement between Barclays Bank International Ltd. and Kjobenhavns Handlesbank AS of Denmark. The credit will cover 80 per cent of the eligible element of any approved contract for the supply of capital goods and associated services to Danish firms.

Interest charged will be at the fixed medium-term export rate applying at the time contracts are approved; the present rate is 6 per cent. The balance of 20 per cent will be paid from the buyers' own resources and include at least 5 per cent downpayment at contract and further instalments on or before shipment. Credit repayment periods will range from two to five years from mean delivery date depending upon the value of individual contracts, which must have a minimum value of £10,000 and be placed in the next 12 months.

Contracts to be financed from the loan will be nominated by Kjobenhavns Handlesbank.

ECGD General lines of credit

THE table below gives lines of credit guaranteed by the Export Credits Guarantee Department under which there is capacity for further export business to be financed out of the credit. The date given is generally that of the first public announcement; working details are often finalised some time later.

Recipient	UK bank	Date announced	Purpose	Loan value £m	Minimum single contract value £000's	Final date for entering into contracts
Algeria	Lloyds	14.12.72	Capital goods and associated services	10	10	December 31, 1974
Brazil	Hambros	12.3.71	Marine equipment	10	5	June, 12, 1973
Brazil	Baring Brothers	30.11.71	Electrical plant and equipment for the Marimbondo hydro-electric project	5	$200,000 (Sterling equivalent)	August 31, 1975
Bulgaria	National Westminster	5.10.72	Capital goods and metal semi-manufactures	5	5	December 31, 1973
Cuba	National Westminster	15.2.72	Miscellaneous capital equipment and associated services	3	10	February 28, 1973 (but extension to February 28, 1974 under negotiation)
Cyprus	Midland	28.12.72	Capital and semi-capital goods	0.3	10	November 30, 1974
Denmark	Midland	30.5.72	Capital goods and associated services	1	10	May 26, 1973
Finland	Hambros	15.6.72	Machinery, equipment, and associated services for heavy engineering industry (Rauma-Repola OY)	0.4	25	December 14, 1973
France	Midland	16.10.72	Industrial plant and equipment and semilar capital goods	5	10	October 16, 1973
France	Midland	3.11.72	Industrial plant and equipment and similar capital goods	5	10	November 2, 1973
Hungary	Morgan Grenfell	22.12.71	Capital and semi-capital goods and breeding cattle	6	10	December 31, 1973
Irish Republic	National Westminster	25.1.73	Capital and semi-capital goods	1	5	June 30, 1974
Israel	Warburgs	31.1.72	Capital goods and associated services	3	20	July 31, 1973
Israel	Rothschild	31.7.72	Capital goods and associated services	1	10	July 31, 1973
Israel	Charterhouse Japhet	15.8.72	Capital goods and associated services	3	10	August 15, 1974
Mexico	Baring Brothers	9.10.69	Capital and semi-capital goods	2	20	April 6, 1973
Mexico	Lloyds	18.12.72	Capital goods and small projects	5	15	December 15, 1974
Poland	National Westminster	6.3.72	Capital and semi-capital goods and associated services	18	50	March 31, 1973
Romania	National Westminster	26.6.72	Capital and semi-capital goods and associated services	5	5	June 23, 1974
South Africa	Hill Samuel	28.9.70	Capital goods and associated services for the Electricity Supply Commission (ESCOM)	5	50	December 13, 1973
South Africa	Schroder Wagg	30.9.70	Capital and semi-capital goods and associated services	25	10	October 31, 1973
South Africa	Schroder Wagg	25.6.90	Capital equipment and associated services for the South African Iron and Steel Industrial Development Corporation Ltd (ISCOR)	75	50	June 30, 1973
South Africa	Hill Samuel	10.8.72	Telecommunication equipment for the South African Post Office	20	—	March 31, 1975
South Korea	Lloyds	30.6.70	Capital and semi-capital goods and associated services	6	25	December 31, 1973
Sweden	Scandinavian Bank Ltd	21.12.72	Capital and semi-capital goods and associated services (Stal-Laval Turbin AB)	2	10	December 20, 1973
USSR	Morgan Grenfell	25.1.73	Capital goods and associated services	25	250	July, 31, 1974
Yugoslavia	Barclays	25.3.71	Capital goods and associated services	10	10	June 30, 1973
Zambia	Standard Bank Finance & Development Corporation Ltd	8.8.72	Capital goods for development of the mining industry (Nchanga Consolidated Copper Mines Ltd)	3.2	40	March 31, 1973
Zambia	Morgan Grenfell	15.11.72	Capital goods for development of the mining industry (Roan Consolidated Mines Ltd)	2.4	5	November 30, 1974

Requests for further information on any of these lines of credit should be made to the bank concerned or to Mr. E. J. Crumplin, Export Credits Guarantee Department, PO Box 272, Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699 ext. 7366).

Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1971-72 was £3,813 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London EC2P 2EL. Tel. 01-606 6699, Telex 883601. The Department's local offices are as follows:

London (City)

London postal districts E, and EC2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 01-488 3491. Telex 886888.

London (South)

London postal districts of EC4, SE1-27 and SW1-20. Counties of Kent and Surrey and Sussex, East Hampshire, the Isle of Wight and the Channel Isles.
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 01-407 5011. Telex 888575.

London (North)

London postal districts of N, EC1, WC1 and 2, County of Hertford and Middlesex (part GLC area only).
H. Watson, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 01-405 8991. Telex 263615.

London (West End)

London postal district NW and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292. Telex 24105.

Bedford

Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northampton.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798. Telex 82350

Belfast

The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. Belfast 31743/4. Telex 74577.

Birmingham

Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor, Stafford and parts of the counties of Derby and Nottingham.
R. J. Thomas (Acting), Chamber of Commerce House, Harborne Road, Birmingham B15 3DL. Tel. 021-454 4375. Telex 33132.

Bristol

Counties of Gloucester, Wiltshire, Dorset, Somerset, Devon, Cornwall, Oxfordshire, West Berkshire, West Hamshire, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
K. I. Humphrey, Washington House, Great George St., Bristol BS1 5QL. Tel. Bristol 22102. Telex 44248.

Edinburgh

The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh EH2 4LN. Tel. 031-225 3004. Telex 72170.

Glasgow

The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow G2 1BL. Tel. 041-221 3056. Telex 77130.

Leeds

The counties of York, Durham, Northumberland, and part of Lincolnshire.
W. Ford, Liverpool Victoria House, 8 Otley Rd., Leeds LS6 2AN. Tel. Leeds 782121. Telex 55125.

Liverpool

The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool L3 9HJ. Tel. 051-236 5756. Telex 62537.

Manchester

Parts of Lancashire, Cheshire and Derbyshire, and all of Cumberland and Westmorland.
J. C. Cawthron, Cheshire House, 18-20 Booth St., Manchester M2 4AJ. Tel. 061-236 8861. Telex 667756.

Nottingham

Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
T. W. Hawes, Equitable House, Old Market Square, Nottingham NG1 2LE. Tel. Nottingham 46585. Telex 37566.

Reading

Counties of Buckinghamshire, Middlesex and East Berkshire.
T. J. M. West, 18 The Forbury, Reading RG1 3EJ. Tel. Reading 580577. Telex 848422.

New York

In the United States exporters can obtain assistance from the Department's resident Representative for the USA and Canada. J. A. Dorrian DFM c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593-2258. Telex 420543.

Dr. H. A. dos Santos, Portuguese Secretary of State for Industry (right) with Sir Geoffrey Howe, Minister for Trade and Consumer Affairs. Dr. dos Santos led the Portuguese delegation for the first meeting in Britain of the Anglo-Portuguese Industrial Co-operation Committee. The meeting was held at the Department of Trade and Industry recently, and a report will be published later in 'Trade and Industry'. The inaugural meeting of the committee took place in Lisbon last spring.

Zaire: cholera outbreak

It has been reported that there has apparently been a cholera outbreak at Matadi in Zaire, and the local press has urged mass vaccinations in Kinshasa. **CRE ext. 2334**

ECGD signs first investment insurance agreement

The Export Credits Guarantee Department has signed the first agreement under the Overseas Investment Insurance scheme launched last year. This is for a new investment overseas of £½ million in the food and drink industry.

Since last July, when the scheme came into operation, ECGD has been involved in close liaison with investors in the consideration of 91 applications for cover for new investments overseas worth £25 million. Seventeen offers of cover have been made out of a total of 33 firm proposals from investors. The registration fee of £100 has been abolished.

The breakdown of applications received by ECGD is as follows:

AFRICA	(42)	ASIA	(33)	OCEANIA	(1)
Angola	2	(Middle East	7)	Fiji	1
Gabon	1	Dubai	1		
Ghana	2	Iran	1	EUROPE	(1)
Kenya	7	Jordan	1	Yugoslavia	1
Mauritius	2	Kuwait	1		
Malawi	1	Oman	2	AMERICAS	(14)
Morocco	1	Saudi Arabia	1	Barbados	1
Nigeria	14	(Far East	26)	Brazil	6
S W Africa	1	Hong Kong	1	Br. Honduras	1
Tanzania	1	India	1	Jamaica	4
Zaire	1	Indonesia	8	Mexico	1
Zambia	9	Korea (South)	1	Trinidad	1
		Malaysia	5		
		Pakistan	1		
		Singapore	3		
		Thailand	6		

Under the Overseas Investment and Export Guarantees Act 1972 ECGD is empowered to give guarantees for new investments overseas against the political risks of war, expropriation and restrictions on remittances. The scheme is aimed primarily at encouraging new investment in developing countries, but investment in any overseas country may qualify for cover. ECGD cannot disclose the names of investors taking out policies or details of the investment without their agreement.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

The Registered Designs Appeal Tribunal (Fees) Order 1973

The Registered Design Appeal Tribunal (Fees) Order, 1973, which was made on February 1 and operates as from March 1, 1973, replaces the Patents and Registered Designs Appeal Tribunal Fees Order 1970 insofar as it relates to the fixing of the fees payable in the Registered Designs Appeal Tribunal. No change is being made in the sums at present payable.

Copies of the new Order (SI 1973 No. 165 (L-2)) may be obtained from the Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, The Patent Office, 25 Southampton Buildings, WC2A 1AY and from HM Stationery Office at the usual addresses price 3p, by post 5½p.

The Patents Appeal Tribunal (Fees) Order 1973

The Patents Appeal Tribunal (Fees) Order, 1973, which was made on February 1 and operates as from March 1, 1973, fixes the fees to be taken in the Patents Appeal Tribunal and introduces a fee of £4 on a respondent's notice contending that the decision appealed from should be varied. Such notices are provided for under Rule 7(1) of the Patents Appeal Tribunal Rules 1972. No change is made in the fee on a notice of appeal.

Copies of the new Order (SI 1973 No. 164 (L-2)) may be obtained from the Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, The Patent Office, 25 Southampton Buildings, London WC2A 1AY and from HM Stationery Office at the usual addresses, price 3p, by post 5½p.

Certificates of Origin

Export Invoices for all Commonwealth Countries
Also E.F.T.A. Certificates

Complete price list on request

For our unequalled return of post service—write, wire or phone

THE CHATSWORTH PRESS & PAPER CO., LTD,
39, Waterloo Road, London, NW2 7TT *Tel.:* **01-452 9861 (3 lines)**

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 15.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
14.05	Dried seaweed meal	as in previous column	December 31, 1973	12996
29.01	Styrene	Styrene monomer	December 31, 1973	14253
29.13	6α-Fluoro-21-hydroxy-16α 17α 1α-*iso*propylidenedioxypregn-4-ene-3,20-dione	as in previous column	December 31, 1973	14247
29.14	Dimethylhexanoic acid, mixed isomers	as in previous column	December 31, 1973	14083
29.14	Ethylchloroformate	as in previous column	December 31, 1973	14248
	Methyl dichloroacetate	as in previous column	December 31, 1973	14245
29.20	Dimethyl carbonate	as in previous column	December 31, 1973	14249
29.22	2-Fluoroaniline	as in previous column	December 31, 1973	14244
29.23	Sodium picramate	as in previous column	December 31, 1973	14242
73.18	Longitudinally double welded linepipe in lengths of not less than 9.14 metres and not more than 13.11 metres with an outside diameter of not less than 911.2 millimetres and not more than 917.6 millimetres and a wall thickness of not less than 9.044 millimetres and not more than 10.472 millimetres containing not more than 0.14 per cent by weight of carbon, not more than 1.5 per cent by weight of manganese, not more than 0.015 per cent by weight of sulphur with a yield strength of not less than 45.7 kg/mm² and not more than 59.8 kg/mm² in a direction transverse to the pipe axis and a Charpy V notch value at minus 10° centigrade of not less than 61 joule in parent material with the specimen length orientated in a direction transverse to the pipe axis	36 in. outside diameter linepipe	July 3, 1973	14149

The Import Duties (Temporary Exemptions) (No. 3) Order 1973

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 3) Order 1973.

This Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty and those listed in Schedule 2 shall continue to be exempt from import duty, both until January 1, 1974 or, in the case of certain items, until such earlier day as is specified.

The Order came into operation on March 1, 1973 and has been published as Statutory Instrument 1973 No. 198. Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches (price 8p) or by post from HMSO, PO Box 569, London SE1 (price 10½p).

The Korean Minister for Foreign Affairs, Mr. Kim, Yong Shik (right), with Sir Geoffrey Howe, Minister for Trade and Consumer Affairs. The picture was taken at the Department of Trade and Industry last week during a courtesy visit by the Korean Minister.

France and Hungary

THE French *Moniteur du Commerce International* of January 15 published details of the protocol to the long-term trade agreement of January 5, 1970, between France and Hungary. The protocol sets out particulars and amounts of the bilateral quotas to be exchanged between the two countries for 1973.

Hungarian exports to France include sheep, agricultural products, fabrics, garments and knitted goods, manufactures of iron, electrical equipment, and tractors.

French exports to Hungary include agricultural products, chemical and pharmaceutical products, rubber goods, skins and leather, wood, paper, articles of glass, cement and pottery, textile and semi-processed goods for the textile industry, iron and steel and non-ferrous metals, industrial installations and equipment, and transport material.

Details including the commodity lists for 1973 (in French) are available. **EDB ext. 423/408/482**

France and Czechoslovakia

THE French *Moniteur du Commerce International* of January 15 published details of a protocol to the long-term trade agreement of February 23, 1970 between France and Czechoslovakia. The protocol sets out particulars and amounts of the bilateral quotas between the two countries for the year 1973.

Czechoslovak exports to France include agricultural produce, coal tar products, newsprint, fabrics and clothing, china, unworked glass, iron and steel products, mechanical appliances, electronics, and tractors.

French exports to Czechoslovakia include meat and milk produce, agricultural products, chemical and pharmaceutical products, textile products, plant and industrial equipment, iron and steel products, cars and spare parts and precision instruments.

Copies of the commodity lists in French can be seen at Export House or sent on request. **EDB ext. 423/408/482**

France and the United Arab Republic

THE French *Moniteur du Commerce International* of January 29 published details of the quota arrangements for 1973 between France and the United Arab Republic, in accordance with the trade agreement of July 10, 1964. Imports into France from the UAR will include cut flowers, preserved fruit, food specialities, fabrics of man-made fibres and textiles other than of cotton. Copies of the French text can be sent on request or seen at Export House.

EDB ext. 423/408/482

TARIFF & TRADE NOTICES

Spain

ATA TEMPORARY IMPORTATION—CARNETS: The Spanish *State Gazette* of January 3 published an order of December 18, 1972 setting out regulations for the use of ATA carnets to cover temporary importation of goods into Spain.

EDB ext. 471/472/473/462

CAPITAL GOODS LIST: The Spanish *State Gazette* of January 19 announced the following additions, extensions and deletions to the appendix list of the Spanish customs tariff imported at a concessional rate of 5 per cent for a specific period:

Tariff no.	Description	Valid until and including
ADDITIONS		
84.17.H	Cold chambers with fractionating columns with a main plate diameter of more than 1,500 mm	Jan. 18, 1975
84.17.I or 84.17.J.2	Steel reactors coated internally with vitreous enamel, with a useable capacity of not less than 500 litres	Jan. 18, 1975
84.32.N.2	Machines for interleaving and gathering continuous paper and having at least provision for joining, transverse lifting and zig-zag folding or for cutting to produce multi-leaf forms	Jan. 18, 1975
84.35.A 84.35.C.2 84.35.C.3.a 84.35.C.4	Printing machinery (planographic, flexographic, typographic or wet or dry offset) for continuous production of forms with a printing width of less than 58 cm and having at least provision for making tear-off perforation, longitudinal lifting and for zig-zag folding or winding	Jan. 18, 1975
84.43.D	Special machinery for casting pistons in moulds, with provision for the insertion of piston-ring skirts	Jan. 18, 1975
84.45.C.2.a.1	Horizontal reamers including universal fixed or mobile standard, with cutter-bars of a diameter of more than 180 mm or weighing more than 50,000 kg excluding separate table	Jan. 18, 1974
84.45.C.4	Vertical broaching machines for external surfaces with broaches of 1,600 mm or more Vertical broaching machines for internal surfaces with three or more heads	Jan. 18, 1975
84.45.C.8.b	Machinery for cutting gears by generation and hobbing, weighing more than 15,000 kg	Jan. 18, 1974
84.45.C.9	Automatic presses for producing nuts, unthreaded, by cold stamping from blanks	Jan. 18, 1975
84.45.C.13	Machines for stretching, straightening, cutting and polishing metal bars or tubing in a single operation	Jan. 18, 1975
84.45.C.16	Special automatic machinery with more than 15 independent heads above a circular table, for machining, ball-fitting and complete finishing of ballpoint pen heads from stainless steel strip	Jan. 18, 1975
84.47.E.4	Copying machines of the pantograph or similar type for reproducing sculptures, having six or more heads	Jan. 18, 1975
84.59.K	Equipment for producing steel cables of a diameter of not less than 75 mm, consisting of a pay-off roller, standing cage, wire support and means of tensioning and winding, with a pull of more than 10 tons, excluding individual items of machinery. Special automatic machinery for obtaining formats from a continuous strip of sensitised film, with transverse cutting by means of a travelling blade and longitudinal cutting and removal vacuum cylinders. Continuous mixing and kneading machines for thermo-setting plastics having oscillating split, worm-screws, with a longitudinal opening	Jan. 18, 1975
EXTENSIONS		
84.11.C.2.b	Alternative horizontal compressors of more than 400 metric hp for use in petroleum or petrochemical plants for the compression of pure hydrocarbons or mixtures of any composition based on hydrogen and hydrocarbons	Aug. 27, 1973
84.31.C.1.a 84.31.C.1.b 84.31.C.1.c	Machines and appliances for making paper and paperboard, of a total felt width of 4.20 m or more	Nov. 16, 1974
84.31.D.1.b	Machines for making corrugated paper and paperboard, of a weight exceeding 12,000 kg	Nov. 16, 1974
84.33.B	Machines for partitioning cardboard boxes and combined folding and glueing weighing 6,500 kg or more, and of an effective width of 1,200 mm or more	Nov. 16, 1974
84.35.C.4	Rotary offset machines with printing surfaces exceeding 90 × 130 cm	Nov. 16, 1974
84.35.C.4	Rotary offset machines for printing on continuous paper in two or more colours on each side Special rotary offset machines for printing on metal, wood or rigid plastic, with printing surfaces exceeding 75 × 103 cm	Nov. 16, 1974
84.45.C.6	Grinding machines specially designed for grinding gear-teeth	Sept. 13, 1974
DELETIONS		
84.45.C.1.a 84.45.C.1.d	Automatic lathes weighing more than 3,000 kg other than copying lathes of any weight	

EDB ext. 462/471/472/473

IMPORT DUTY SUSPENSIONS: The Spanish *State Gazette* of February 2 announced the suspension of import duty until April 30, 1973 on the following:

Tariff no.	Description
03.01.A	Tunny and other tunas, frozen
03.02.A	Cod
07.01	Seed potatoes:
07.01.A.1.b	Other
07.01.A.2	Potatoes for consumption
07.01.C	Onions
09.01.A	Coffee, not roasted
12.01.B.3	Soya beans
12.03	Seeds, fruits and spores, of a kind used for sowing
12.03.B	Other:
12.03.B.2	Sainfoin, lucerne, bent-grass canary-grass, orchard-grass and fescue seeds
12.03.B.3	Aubergine, onion, bean, melon, and water-melon seeds
12.03.B.4	Clover, vetch, cabbage, tomato, cauliflower and capsicum seeds
12.03.B.5	Sugar beet seeds
18.01.A	Cocoa beans, whole or broken, raw
22.05.D.2.b	Red wine
23.01.A	Flours and meals, of meat and offals, greaves
23.01.B	Flours and meals of fish
29.23.D.1	Glutamic acid and its salts
ex 38.11.B.2	Selective weedkillers, except those derived from 2-4 dichlorophenoxyacetic acid and chlorate

EDB ext. 471/472/473/462

(continued on next page)

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

ENGLISH EXPORTERS (LONDON) LTD.

70 Baker Street, London, W.1.

Telephone: 01-486 4871 (7 lines) *Telex:* 23794 *Cables:* ENGLEXPORT London

We offer our services to manufacturers concerning their exports to anywhere in the World without charge to them and pay here against shipping documents.

WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTION.

SPAIN
continued

DUTY-FREE IMPORT QUOTAS—IRON AND STEEL: The Spanish *State Gazette* of February 2 announced the following duty-free quotas valid until August 1, 1973.

Tariff no.	Description	Quota in metric tonnes
73.08	Coils of iron or steel for iron or steel sheeting	150,000
73.13.D.1.a	Hot-rolled steel sheet with high elastic limit or boilers quality, fine grain, and high suitability to be welded 12 mm. thick and over, 2,000 mm. wide and over, and with classification certificate, suitable to make pressure vessels, tanks, boilers, furnaces and large size structures	10,000
73.13.D.1.a	Steel sheeting used in shipbuilding	12,000
73.12.D.2.c	Cold-rolled steel sheet for extra deep pressing, suitable to be subsequently enamelled	8,000
73.12.D.2.d	Cold-rolled steel coils, not annealed less than 0.3 mm. thick for making tinplate	5,000
73.12.D.1 and 73.13.D.3.a	First quality tinplate and iron and steel tin coated strip minimum side size over 457 mm.	20,000

EDB ext. 471/472/473/462

OPENING OF GLOBAL QUOTAS: The Spanish global quotas for 1973 were published in *Trade and Industry* dated February 15 (page 318). The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas for the first half of 1973.

Quota no.	Tariff no.	Description	Value of licence for which applications are invited (Pesetas)
8	25.03	Sulphur	102,882,000
10	69.11.B 69.12.B 69.13 69.14	Manufactures of ceramic materials	14,880,500
16	15.10.C	Industrial fatty alcohols	32,500,000
17	28.02 28.14.A 28.15.B	Inorganic chemical products	7,500,000
18	17.02.A 17.02.B.1	Organic chemical products	32,500,000
19	29.44.A 29.44.B ex 30.03.A.2 30.03.B.2	Pharmaceutical specialities (permanently open)	161,000,000
20	32.09.A ex 32.09.D	Varnishes, inks, pigments, and similar preparations	28,000,000
21	33.06 34.01.B	Perfumery, toilet and cosmetic preparations	16,500,000
22	35.05 ex 38.19.G ex 38.19.K	Miscellaneous chemicals not included in other headings	85,000,000
23	36.05 36.06	Pyrotechnic articles and matches	750,000
24	37.04.A 37.05.B	Photographic material	2,500,000
25	ex 39.01.J	Other condensation, polycondensation and polyaddition products	21,500,000
26	ex 39.02.C	Styrene and derivative products (polymerisation)	12,500,000
27	39.02.A.2 39.02.N ex 39.03.A	Other polymerisation and co-polymerisation products	44,500,000
28	ex 39.07.B	Manufactures of polyethylene and styrene co-polymers	18,000,000
40	84.41.A.1 ex 84.41.C	Sewing machines, their parts and spares (domestic type)	3,750,000
41	85.15.A	TV and Radio receivers	24,157,650
42	85.15.B.1 85.15.B.2	Radio-transmitters and transmitter-receivers	53,549,457

Applications must be presented for the above quotas not later than 30 days from February 2.

11	70.13.B.1	Glass manufactures	7,665,500
12	71.12.B 71.13 71.14.B 71.15 71.16	Imitation jewellery and manufactures of precious metals and precious and semi-precious stones	13,447,000
29	55.05 55.06 57.06.A	Yarns of miscellaneous textile fibres	11,000,000
30	55.07 55.08 55.09 57.10.A	Fabrics of miscellaneous textile fibres	30,000,000

Quota no.	Tariff no.	Description	Value of licence for which applications are invited (Pesetas)
31	58.04.E 58.08 58.09 60.01.C	Tulle, lace, velvet, and knitted goods	14,000,000
32	ex 59.03.A 59.07 59.08 ex 59.11 ex 59.12 ex 59.13 ex 60.06.A ex 60.06.B	Special fabrics	12,500,000
33	58.01 58.02 58.03	Carpets and rugs	6,000,000
34	58.05.D 58.06 58.07 59.01 59.02.C 59.04 59.05.C 59.06 59.14 59.15	Other textile manufactures	10,000,000
35	ex 60.02 ex 60.03.A.2 ex 60.03.B.2 ex 60.03.C 60.04.C 60.05.C	Knitted fabrics	1,500,000
36	61.01.A 61.02.A	Outer garments	6,500,000
37	ex 61.03.A 61.04.A	Under garments	750,000
38	61.05 61.09 ex 61.10.A ex 61.11	Other garments and fabrics accessories	3,250,000
39	ex 62.01.B.1 ex 62.02 ex 62.04 62.03 ex 62.05.B	Other made-up articles	4,000,000
45	87.02.B.2	Special vehicles for the transport of sand, rocks or minerals, with body suitable for this purpose and unloading device	161,051,000
46	87.01.A 87.01.B.2	Tractors	322,794,736 (2,594 units)
47	87.02.A.1	Motor vehicles for the transport of persons, or persons and goods (dual purpose), with a maximum of 9 seats	500,000,000

Applications must be presented for the above quotas not later than 30 days from February 5.

13	82.03.B 82.03.C 82.03.E (excluding those of copper free) 82.04	Hand tools for industry	42,089,025
14	82.02.A 82.02.B.1 82.02.B.2 82.02.B.3 82.06	Saws and blades	23,662,500
15	82.09 82.10 82.11.A 82.11.C 82.11.D 82.11.E 82.14	Cutlery and table sets of iron and steel	17,628,500
49	87.01.C 87.02.A.2 87.02.B.1 87.02.B.3 87.03 87.04 87.05 ex 87.06	Industrial motor vehicles and their parts and spares for manufacturing them	275,000,000
51	87.14	Other vehicles (not mechanically propelled) and their parts and spares for manufacturing them	11,563,970
52	92.11.C 92.11.D 92.11.E	Phonographs, dictaphones and other apparatus for sound recording and reproduction	16,105,100
54	98.01.A.2B 98.01.A.2D 98.01.B 98.12.A	Miscellaneous manufactures	1,143,560

Applications must be presented for the above quotas not later than 30 days from February 9. **EDB ext. 471/472/473/462**

Portugal

DRAWBACK OF IMPORT DUTY: The Portuguese *Diario do Governo*, No. 31, First Series, of February 6, published the following orders:

Plates of plastic material: Order No. 78/73 authorising the import under drawback of plates of rigid plastic material weighing more than 160 grams per metre² (classified under 39.02.06 of the import tariff) for the production of typewriter cases for export. The conditions of implementation of the order will be laid down by ministerial order.

Sheets of plastic material: Order No. 79/73 authorising the import under drawback of sheets of artificial plastic material weighing more than 160 grams per metre² (classified under 39.02.11 of the import tariff) for the manufacture of watch bracelets for export.

The duty paid on the raw material imported and used in the production of exported goods will be refunded; manufacturing wastes will be liable to duty, being regarded as having been imported in their present state. Other conditions of implementation will be laid down by ministerial order. **EDB ext. 460/461**

Federal Republic of Germany

IMPORT LICENSING—HONG KONG COTTON GOODS: An announcement in *Trade and Industry* of February 8 (page 276) stated that applications had been invited for import licences for certain cotton goods from Hong Kong. These applications should be submitted by importers in Germany until January 31, 1974, at the latest. In an amendment, dated February 15, 1973, the German authorities pointed out that in paragraph 7 of the application for an import licence, the actual net weight on import (in kg) should be stated. This figure will have to agree with the quantity (also in kg) shown in the export licence issued by the Department of Commerce and Industry, Hong Kong. **EDB ext. 466/467/482**

IMPORT LICENSING—NEW POTATOES: The Federal German authorities have invited applications from importers in Germany for import licences for new potatoes (1973 harvest)—tariff no. 0701 26. Applications should be submitted until August 7, 1973 to the Bundesamt für Ernährung und Forstwirtschaft, 6 Frankfurt a/M, Adickesallee 40, Postfach 18 02 03, quoting 'Ausschreibung Nr 11 1456' and stating in columns 8-10 of the application form, 'EEC member country'. Import licences will be valid until August 10, 1973 subject to cancellation in case of minimum prices being applied in the meantime, pursuant to article 44 of the EEC treaty. Such events and the lifting of these bans will be announced in the Federal German Gazette (*Bundes Anzeiger*). Any health regulations will have to be taken into consideration.

EDB ext. 466/467/482

Belgium

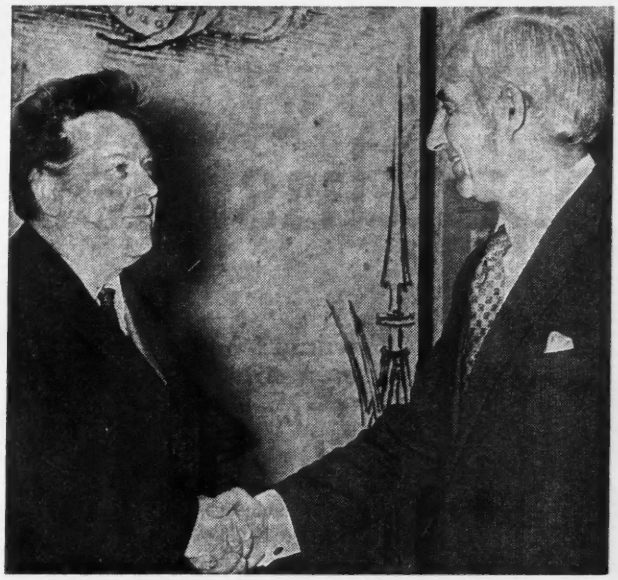
LABELS FOR MEDICINES: The *Moniteur Belge* of December 30, 1972 published a decree dated October 23, 1972 which deals with false representations on labels and publicity material for medicines. The decree comes into force on July 1, 1973. An English translation is being prepared but copies of decree (in French) may be seen on application. **EDB ext. 288**

Czechoslovakia

EXPANSION OF CAR INDUSTRY: It was confirmed recently by the Czechoslovak Government that expansion is to take place both at the existing Skoda works at Mlada Boleslav and at new assembly and manufacturing plants near Bratislava.

The first stage will be an increase in production capacity at Mlada Boleslav from the present 150,000 to between 180,000 and 200,000. Orders are expected to be placed this year. Later production of engines will be increased to 600,000 a year (1,100 cc and 1,300 cc). Half of these will be exported to East Germany, 200,000 will be used at Mlada Boleslav, and 100,000 will be sent to Bratislava for final assembly. The Czech and East German cars which these engines power will have different body shells but similar mechanical components.

The corporation responsible for imports of car production equipment is Strojimport Foreign Trade Corporation, Vinohradska 184, Prague 10. **CRE ext. 2266/2267**



Dr. A. Mrazek, Czechoslovak Vice-Minister of the Federal Ministry of Technology and Investments (left), being greeted by Mr. R. G. C. Messervy director and general manager of CAV Ltd. and a director of Joseph Lucas (Industries) Ltd. Dr. Mrazek visited CAV's West London headquarters recently and toured the company's extensive engineering centre.

Malta

EXCHANGE CONTROL: Notice was given in *Trade and Industry*, February 8 (page 276) of new exchange control regulations. It has been decreed by the Maltese Minister of Finance that the Act came into force on February 1. **EDB ext. 471/472/473/462**

Lebanon

TARIFF AMENDMENTS—TIGHTS: The Lebanese authorities have issued the following amendments to the customs tariff:

Item no.	Description	Rate of duty
60.03	Stockings, under stockings, socks, ankle-socks, sockettes and the like, knitted or crocheted, not elastic nor rubberised: C Of synthetic textile fibres: 1 Tights—per dozen pairs	1800 piastres but not less than 36% *ad val.*

EDB ext. 420/475

AN EXCLUSIVE, RELIABLE, PROMPT TRANSLATION SERVICE IN THE MIDLANDS!
Technical, Legal and Commercial Translations by Experts
THE DUPLOYEN INSTITUTE
Established in 1870 by the late Dr. Gustave H. Duployé
Separate department for the most intensive tuition. All languages. Special classes for the Directors and the other busy Executives organised at the firm's premises and at our Head Office:—
27 WATERLOO STREET, BIRMINGHAM, B2 5TJ, Tel.: 021-236 5431

Lindustries

Extracts from Statement by Chairman Mr. W. E. Luke

At £3,170,000 our trading profit in respect of the last financial year was the highest in the company's history and 12% above the previous year's.

The profits of Delaney Gallay the largest subsidiary in the Engineering Division showed a considerable improvement. Other Engineering companies also traded satisfactorily and sales and profits of the Division created a new record.

The Medical and Dispensers Section of the Polymer Division continued to expand and was able to turn in a very good profit. On the other hand, the Industrial Section continued to show a decline and its largest subsidiary, William Warne & Co. Ltd. incurred a hurtful loss. The situation of that company has now greatly improved, however, and it is once again in profit.

The profit of Barbour Threads Ltd., the main subsidiary in the Textile Division showed a substantial increase over that of the previous year. Divisional profit would have been higher but for expenditure in establishing in Ireland the new factory of The Longford Textile Co. Ltd. which is now in production and moving into profit.

The principal overseas subsidiaries, John Leckie Ltd. in Canada and Alta Mar in Mexico, both had record years as a result of which profits of the Overseas Division as a whole increased by 63%.

Given reasonable industrial peace I am optimistic about the company's future both short and long term. One of the attractions of a diversified company such as ours is that it has a broad operational base which gives stability to its pattern of earnings. I believe we shall do well during the current year. I think that we shall continue to do well in future years. I am certain that our management deserves to be successful.

Financial summary	**1972**	1971
	£000	£000
Turnover	**42,630**	36,098
Profit before tax	**3,011**	2,083
Profit after tax	**1,766**	1,360
Net assets employed	**21,426**	19,947
Per ordinary share:		
Earned	**8.72p**	6.56p
Dividend	**4.75p**	4.25p
Net assets	**90.1p**	81.9p
Return on net assets employed	**14.8%**	11.3%
Annual General Meeting	16 March 1973	
Dividends 23 March 1973	Preferred Ordinary final 3% Ordinary final 3¼p. per share	

Copies of Report from the Secretary, Lindustries Limited, Trevor House, 100 Brompton Road, London, SW3 1EL

300,000 readers throughout the Arab World *

* A recent readership survey shows that HUNA LONDON is read on average by nearly four members of the family of the person receiving the magazine. At the current guaranteed circulation figure of 75,000 HUNA LONDON has an approximate readership of 300,000.

The Arabic Service of the B.B.C. offers exporters through HUNA LONDON the opportunities of reaching the extensive and growing markets of the Arab World. Specimen advertising rates: whole page £100; half page £55; quarter page £28.75. Full series rates and volume discounts are applicable.
Based on the page rate of £100 the cost per '000 readers is 33NP.

Huna London هنالندن

(B.B.C. ARABIC RADIO TIMES)

Interested? Why not send for a copy of the NEW "Direct Route to the Arab Markets" which summarizes the HUNA LONDON readership survey and outlines the special broadcast facilities offered to exporters through the Arabic Service of the B.B.C.

To John Jones
B.B.C. Arabic Service, Bush House, London, W.C.2.
Please send — copies *'The Direct Route to the Arab Markets'*

Name_____
Firm_____
Address_____

Israel

STANDARD FOR CLEANING OF TEXTILE PRODUCTS: The Standards Institution of Israel has declared the following standard to be official from November 24, 1972, and it is now therefore compulsory:

SI 572. Symbols used in directions for washing, ironing and chemical cleaning of textile products.

The Standards Institution of Israel issues an English translation of the standard and copies may be obtained from British Standards Institution Library, 2 Park Street, London W1 (tel. 01-629 9000, telex 266933). British exporters requiring technical advice on this standard are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts. (tel. 0442 3111, telex 82424). **EDB ext. 420/475**

Jordan

IMPORT OF CANNED AND PRESERVED FOODSTUFFS: The Jordanian Ministry of Health published a notice in the local press on January 20 requiring all importers of 'canned and preserved foodstuffs' to ensure that 'the date of manufacture and of expiry' of the foodstuffs is embossed or printed on each tin or label and that a certificate is available to the effect that the foodstuffs were being sold in their country of origin as fit for human consumption. Strict measures would be taken against any importer infringing these instructions and the imports concerned refused entry. The Ministry also reminded importers that all canned and preserved foodstuffs are liable to laboratory tests by the Ministry as to their fitness for human consumption. **EDB ext. 420/475**

Ghana

IMPORT LICENSING DIVISION ADDRESS: It was announced in the *Ghana Gazette* of February 2 that with effect from January 10 the address of the Import Licensing Division of the Ministry of Trade and Tourism is as follows: The Director of Import Programming, Department of Commerce, Trade Fair Site, Accra.

EDB ext. 471/472/473

Dahomey

IMPORT DUTIES: It has been announced that new customs charges are to be levied on imported articles under chapters 40, 68, 70, 73, 83, 84, 85 and 87 of the customs tariff. The customs charges have been modified on imported articles under the following tariff positions:

04.02 A/B; 15.13.00; 20.02.17; 20.05 A/B; 21.06.00; 24.01.A1; 25.01.A; 25.22 A/B; 25.15; 44.03 A/B; 44.04 A/B; 44.05 A/B/C; 58.08; 58.09; 58.10 A/B; 60.01; 63.01.A; 63.02.B; 68.12.A/B/C; 69.04; 69.06; 69.07; 69.08; 69.09; 69.10; 73.10.99; 73.11.00; 73.13.20; 73.20.00; 76.03; 76.07; chapters 82. and 83; 84.15; 85.15.B; 87.01.01; 87.01.11; 87.01.71; 87.01.72; 87.01.73; 87.01.82; 87.01.83; 87.01.84; 87.01.85; 87.01.86; 87.02.21; 87.02.22; 87.02.31; 87.02.32; 87.02.33; 87.02.34; 87.03.91; 87.03.92; 87.03.99; 87.04.00; 87.05.01; 87.05.11; 87.05.19; 87.05.20; 87.06; 87.07.06; 87.07.07; 87.07.09; 87.07.11; 90.17.A/B; 90.18.00; 90.19.00; 90.20.00; 94.02.00

Further details and copies of the revised tariff sheets are available.

EDB ext. 472

IMPORT DUTIES: It has been announced that new import duties are to be levied on articles under the following tariff positions:

39.07 60.03 60.04 60.05 61.01 61.11 64.05 64.02 73.31 91.01 97.06

EDB ext. 472

Togo

IMPORT TAXES: It has been announced by the Togo authorities that new local taxes will be levied on certain imported articles.

Those under the following tariff positions will be based at a rate of 1 per cent:

03.01-B; 03.02; Chapters 9, 12, 15, 16, 18, 36, 37, 42, 50 to 59, 60, 61, 62, 65; 40.11.

The following will be taxed at a rate of 5 per cent:

Chapter 2; 03.03; 04.01; 04.04; 04.05; 07.01; Chapter 8; 22.01-B; Chapter 33; 49.02; Chapter 69; 70.08; Chapter 71; 73.36; 84.06; 84.11-F; 84.12; 84.15; 84.63; 85.02; 85.04; 85.06; 85.08; 85.09; 85.12; 85.15; 85.20; 85.21; 87.02; 87.04; 87.05; 87.06; Chapter 97.

EDB ext. 472

South Africa

CUSTOMS TARIFF CHANGES: The following changes were notified in the South African *Government Gazette* of February 9, 1973:

Duty on domestic type sewing machines and parts thereof is reduced to free. BN 84.41.10

Duty on containers specially designed and equipped for carriage by one or more modes of transport is reduced from 20 per cent to free. BN 86.08

Duty on certain handkerchiefs is increased from 15 per cent to 30 per cent. BN 61.05 **EDB ext. 471/472/473/462**

Somali Democratic Republic

BORDER SURCHARGE TAX ON SUGAR: Information has been received from the British Embassy in Mogadishu that the border tax on sugar was increased, on December 2, 1972, from So. Shs. 107 to So. Shs. 127 per net quintal.

EDB ext. 471/472/473/462

Malaysia

CUSTOMS DUTY AMENDMENTS—AMBULANCES AND SPECIAL PURPOSE LORRIES AND VANS: The Malaysian *Government Gazette* has published a corrigendum to the Customs Duties (Amendment) (No. 23) Order 1972, details of which were published in *Trade and Industry*, January 25, 1973, as follows: Substitute for the figures '30%' appearing under columns 5 to 10 against heading numbers 87.02 131 and 87.02 141 the word 'Nil'; and substitute for the figures '10%' appearing under columns 5 to 10 against heading number 87.03 000 the word 'Nil'.

EDB ext. 469/468/401

IMPORT CONTROL—CHICKEN DUNG: The Malaysian *Government Gazette* has published the Customs (Prohibition of Imports) (Amendment) (No. 3) Order 1972, which amends the Second Schedule to the Customs (Prohibition of Imports) Order 1969 by adding after item 27 the following:

Item	Description	Country
28	Chicken dung	All countries including East Malaysia

The Second Schedule prohibits the importation into West Malaysia of goods specified in the second column originating from the countries shown in the third column except under an import licence granted by the Comptroller-General of Customs.

EDB ext. 469/468/401

ALL INFORMATION ABOUT AFRICA
NEW AFRICA
Magazine on African current affairs subscription £1 p.a.
AFRICA ANNUAL
1972 edition
The reference handbook on all African countries for businessmen. £2.50
AFRICA ANNUAL REVIEW 1972
plus Africa Map and monthly magazine AFRICA at special offer at £2.50 instead £5.
ASIA ANNUAL £2
1970 Edition
ADVERTISING RATES ON REQUEST

MARKETS IN EUROPE 9th edition £2.50

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)
PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO
For 20 years representatives for publishers in over 100 countries for advertising and subscriptions

Singapore

CUSTOMS DUTIES AMENDMENT — FLUORESCENT TUBULAR LAMPS: The Singapore *Government Gazette* has published the Customs Duties (Amendment No. 9) Order 1972 which amends the Customs Duties Order 1971 by deleting code no. 729 223-1 and inserting the following:

Code	Description	Unit of quantity	Customs duty Full	Pref.	Excise
729 223-1	Fluorescent tubular lamps of 1.22 m. and 0.61 m. in linear measurement	Number	80cts	80cts	Nil

EDB ext. 468/469/401

New Zealand

TARIFF AND DEVELOPMENT BOARD REPORT—CARBON BRUSHES: Copies of the following New Zealand Tariff and Development Board report are available from Commercial Relations and Exports Division:

Tariff no.	Description
85.24.009	Carbon brushes

Ref. CRE 1162/72 **CRE ext. 2321**

EMERGENCY PROTECTION AUTHORITY REPORT—PREPARED OR PRESERVED FISH, CRUSTACEANS AND MOLLUSCS: Copies of the following New Zealand Tariff and Development Board report are available from Commercial Relations and Exports Division:

Tariff no.	Description
16.04.009	Preserved fish other than pastes
16.04.019	Preserved fish other than herrings, pilchards, salmon, sardines, silds or bristling Crustaceans
16.05.009	Other than pastes

Ref. CRE 1173/72 **CRE ext. 2321**

CUSTOMS TARIFF INQUIRY—MARINE JET ENGINES, WITH OR WITHOUT MOTORS ATTACHED: Following receipt by the New Zealand Minister of Customs of a report from the Emergency Protection Authority, the Government has accepted the recommendation of the Authority that, pending inquiry and report by the Tariff and Development Board, the import control exemption on marine jet units with or without motors attached be cancelled and that they be placed under import control with a 'C' allocation. In order to maintain New Zealand's obligations to Australia under the provisions of the NAFTA, the Government has decided that import licensing will not be reimposed on these goods when of Australian origin. In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs requested the Board to undertake an inquiry and report on what form of permanent protection, if any, it considers necessary to protect the New Zealand industry in relation to the importation of marine jet units, for the propulsion of vessels, whether or not mounted on motors and classified within tariff item 84.08.200.

For the purpose of taking evidence the Board will hold a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Tuesday, May 8, 1973, commencing at 10.30 a.m.

Parties intending to make representations or requests about appropriate rates of customs duty are asked to take into account the statement by the Minister of Overseas Trade of September 6, 1972 about changes in the New Zealand customs tariff. Copies of this statement can be obtained from the Tariff and Development Board. Parties intending to make representations or requests about the exemption from import licensing of goods at present not so exempt are asked to take into account the statement in the 1972 Financial Statement (page 19) that 'the Government has also decided that where the industry is to be exempted from import licensing there should be provision in appropriate cases for a phase-out period which in general will be for up to three years'.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Thursday, April 26, 1973. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House (ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', tel: Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Ref. CRE 1191/72 **CRE ext. 2321**

CUSTOMS TARIFF INQUIRIES—IMPORT LICENSING—ARTICLES OF CEMENT, NUTS, RICE: The New Zealand Minister of Customs has referred to the Tariff and Development Board for inquiry and report the question of the nature and extent of the protection, if any, which it considers appropriate for New Zealand industry in respect of the importation of the goods listed in the attached schedules. This reference has arisen following representations made after the announcement of proposed exemptions from import licensing (see *Trade and Industry*, November 4, 1971, pages 284-5).

For the purpose of taking evidence the Board will hold public hearings commencing at 10.30 a.m. on the dates shown below in the Committee Room, Seventh Floor, Cumberland House, Upper Willis Street, Wellington.

Goods	Date of public hearing	Closing date for receipt of representations	Tariff provisions item under reference
Articles of cement	Thursday, June 7, 1973	Thursday, May 17, 1973	Schedule A
Nuts of tariff headings 08.01, 08.05, 12.01 and 20.06	Wednesday, June 13, 1973	Wednesday, May 23, 1973	Schedule B
Rice	Thursday, June 14, 1973	Thursday, May 24, 1973	Schedule C

Parties intending to make representations or requests about appropriate rates of customs duty are asked to take into account the statement by the Minister of Overseas Trade of September 6, 1972 about changes in the New Zealand customs tariff. Copies of this statement can be obtained from the Tariff and Development

ACMAX LIMITED
296 Bishopsgate London EC2M 4RE
Telephone 01-247 8992/3/4 Telex 886717 Cables Acmaxship Ldn
THE EXPORT FREIGHT FORWARDERS

Board. Parties intending to make representations or requests about the exemption from import licensing of goods at present not so exempt are asked to take into account the statement in the 1972 Financial Statement (page 19) that 'the Government has also decided that where the industry is to be exempted from import licensing there should be provision in appropriate cases for a phase-out period which in general will be for up to three years.'

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than the dates shown above. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House (ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', tel. Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member.

Schedules

No.	Description	Rates of duty BP	MFN	GEN
SCHEDULE A				
68.11	Articles of cement (including slag cement), of concrete or of artificial stone (including granulated marble agglomerated with cement), reinforced or not:			
68.11.029	Roofing tiles, ridging and finials	Free	..	15%
68.11.039	Bricks, blocks, or slabs that do not exceed 24 in. in length 8 in. in width and 8 in. in thickness (but not including goods composed of chips of marble set irregularly in cement, whether polished or not)	20%	40%	50%
	Aul	12%		
SCHEDULE B				
08.01	Dates, bananas, coconuts, Brazil nuts, cashew nuts, pineapples, avocados, mangoes, guavas and mangosteens, fresh or dried, shelled or not:			
	Coconuts, Brazil nuts and cashew nuts, fresh or dried:			
	Other kinds:			
ex 08.01.203	Brazil nuts in retail packs	Free	Free	Free
ex 08.01.209	Cashew nuts in retail packs	Free	Free	Free
08.05	Nuts other than those falling within heading no. 08.01, fresh or dried, shelled or not:			
ex 08.05.001	Almonds, packed for retail sale	Free	Free	Free
ex 08.05.002	Hazel nuts (filberts), packed for retail sale	Free	Free	Free
	Walnuts:			
08.05.003	Packed for retail sale per 100 lb	$1.66	$1.66	$1.66
ex 08.05.019	Other, packed for retail sale	Free	Free	Free
12.01	Oil seeds and oleaginous fruit, whole or broken:			
	Ground-nuts (peanuts):			
ex 12.01.101	In shell, in retail packages	Free	Free	Free
ex 12.01.109	Shelled, in retail packages	Free	Free	Free
12.01.200	Copra	Free	Free	Free
12.01.300	Palm nuts and kernels	Free	Free	Free
20.06	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit:			
20.06.002	Almonds, ground-nuts and other nuts, roasted	32½%	..	55%
20.06.003	Cashews	10%	30%	50%
SCHEDULE C				
10.06	Rice:			
ex 10.06.100	In the husk, or husked but not further prepared, in retail packages	Free	..	Free
	Other kinds:			
ex 10.06.201	Broken, in retail packages	Free	..	Free
ex 10.06.209	Other, in retail packages	Free	..	Free

Ref. CRE 1162/72 **CRE ext. 2321**

CANCELLATION OF TARIFF AND DEVELOPMENT BOARD INQUIRY—DEEP ETCH COATINGS (tariff item 37.08.001): The New Zealand Tariff and Development Board inquiry set down for Thursday, March 1, 1973 to investigate the nature and extent of the protection considered necessary in respect of the importation of the above goods has been cancelled. Details of this inquiry were published in *Trade and Industry*, October 26, 1972, pages 169-171.
Ref. CRE 1162/72 **CRE ext. 2321**

Australia

TARIFF BOARD (DUMPING) INQUIRY ON INJECTION MOULDING MACHINES: The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

a whether injection moulding machines, tariff item 84.59.900, have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

b whether, if the answer to a is in the affirmative, the exportation of the goods is causing or is threatening injury to an Australian industry.

UK trade associations or firms intending to submit evidence to the Tariff Board should advise the Secretary, Tariff Board, Kings Avenue, Canberra, ACT 2600, Australia, without delay by air-mail. Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the Australian-British Trade Association, 21 Tothill Street, London SW1 ((tel. 01-799 7447). The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.
Ref. CRE 23536/G **CRE ext. 2318/2319**

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1972, but any later changes known to have come into operation are shown.

£2.40 (*by post* £2.51).

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

Brazil

AMENDMENT TO CACEX CIRCULAR 343: CACEX Circular 397 of December 13, 1972 amends Circular 343 of May 10, 1971 by substituting the following text in place of Article (23) of Annex A (goods whose importation is not subject to the issue of an import permit):

(23) Importation of merchandise with an *ad valorem* duty equal to or less than 40 per cent in the Brazilian Customs Tariff—excluding petroleum and its derivatives; wheat and its subproducts; arms, explosives, munitions and other products controlled by the Army Ministry, in accordance with Decree No. 55,469 of January 28, 1965; narcotic substances and products or products capable of causing physical and/or psychic dependence—without any fiscal or extrafiscal benefits, for payment up to 180 days, according to exchange regulations in force, of a value no greater than 500 dollars or its equivalent in other currency, upon embarkation (separate document check and customs despatch) having observed, when it is the case, the prior examination and/or specific approval of other intervening government organisations in the process.

DUTY REDUCED ON ETHYLENE GLYCOL POLYTEREPHTHALATE: Brazilian Customs Policy Council Resolution 1476 published on November 23, 1972 reduces, for a period of 180 days, from 55 per cent to 30 per cent, the import duty on ethylene glycol polyterephthalate falling under tariff heading 39.01.02.05.

DUTY-FREE QUOTA FOR RUBBER: Customs Policy Council Resolution 1480 published on November 23, 1972 establishes a duty-free quota of 28,410 tons, dry weight, of rubber falling under tariff headings 40.01.00.00 and 40.02.00.00.

REFERENCES PRICES EXTENDED: Reference prices have been extended by Brazilian Customs Policy Council Resolutions as follows:

Methanol. Resolution 1487 of October 30, 1972 extends the application of the following reference price for a further six months:

Tariff no.	Description	Reference price
29.04.13.00	Methyl alcohol (methanol)	US $ 85.39 per ton

This reference price was introduced by Resolution 1139 of October 20, 1971.

Dodecylbenzene (DDB). Resolution 1488 published on November 23, 1972 extends the application of the following reference price for a further six months:

Tariff no.	Description	Reference price
38.19.29.00	Dodecylbenzene	US $ 170.00 per ton

This reference price was introduced by Resolution 1137 of October 20, 1971.

Ferro-vanadium. Resolution 1489 published on November 23, 1972 extends the application of the following reference price for a further six months:

Tariff no.	Description	Reference price
73.02.14.00	Ferro-vanadium	US $ 8.25 per kilo of vanadium content

This reference price was introduced by Resolution 1268 of April 14, 1972. **EDB ext. 474/476/7312**

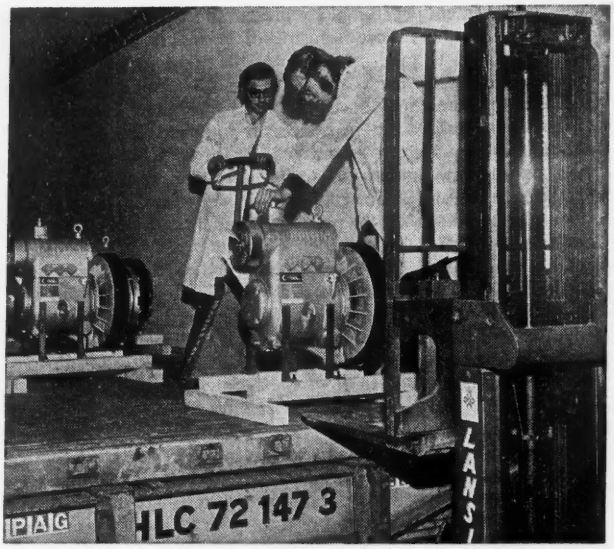
Venezuela

TARIFF AMENDMENTS: Resolution No. 64 of the Venezuelan Ministry of Finance amends certain headings in the New Customs Tariff, which was introduced by Decree 1168 of December 27, 1972. The rates established for the goods under this Resolution will come into effect on March 1, 1973 for those goods which were not subject to an import licence when Decree 1168 was introduced, and May 1, 1973 for those which were.

Part of or all of the following tariff numbers are affected:

04.02	07.04	07.05	07.06	11.05	11.06	11.08	12.03	17.02	19.02
19.04	23.03	35.05	38.12	49.07	70.10	84.22	85.03	85.20	90.08
90.09	Chapter 91	92.12							

EDB ext. 474/476/7312



Loading compressors for the United States into a container at the Redditch factory of the Hydrovane Compressor Co. Ltd. The company is shipping three container loads a month—with 25 to 30 compressors in each container—to its associate company, Kellogg-American of Oakmont, Pennsylvania.

Paraguay

DUTY REDUCTIONS: Decree 30.076 of the Paraguayan Ministry of Finance reduces the customs duty payable on the goods below to the rates shown:

Tariff no.	Description	Duty fob + 20%	Complementary tax fob + 20%
922	Velvet textile products such as velveteens, corduroys-corded or not, and cotton velveteens	19.50%	12%
929, 930	Cotton serges loom worked	19.50%	12%
931	Plain cotton fabrics, not serges, but loom worked and weighing over 7 kg per 100 sq. metres	19.50%	9%
932	As number 931 but weighing under 7 kg per 100 sq. metres	19.50%	12%
941, 943, 944, 945	Lace, gauze, tulles and net made of cotton	24.50%	12%
1014, 1015, 1016	Linen, hemp, agave, sisal, ramie or other vegetable fibres	19.50%	12%
1053	Wool fabrics, canvas, made of wool, hair or wastes of these materials, pure or mixed	25%	12%
1080, 1081	Silk and artificial silk fabrics pure or mixed	25%	12%

The Exchange Surcharge on these items will be 18 per cent *ad valorem* cif. **EDB ext. 474/476/7312**

Jamaica

IMPORT LICENSING—WELL DRILLING MACHINES: The Jamaican Authorities have announced in notice 2824 of January 27 that licences are now required for percussion type well-drilling machines. **EDB ext. 7312/474/476**

'European energy policy will not spring into being overnight'

—Mr. Peter Emery

THE formulation of common policies in the EEC would not happen overnight, but Britain and her new partners were working urgently to identify the priority issues and the options associated with them, Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry, told members of the Fuel Luncheon Club in London on February 20.

Speaking at the Connaught Rooms, Mr. Emery said: 'A combination of the growth of total consumption, the accidents of geology and the scale and sophistication of modern technologies is pushing the world steadily towards greater interdependence in energy matters.

'The UK is fortunate in being considerably more self-sufficient in energy than any of our new partners in the European Community. Yet even for us the importance of international factors is constantly cropping up. Let me give you two examples:

Coal and nuclear power

'First, coal. The provisions of the Coal Bill currently going through the House had to be tailored in such a way that they met not only the needs of the nation and the coal industry, but also so that they conformed with EEC requirements. Recent discussion within Community Institutions has clearly demonstrated that our partners recognise the legitimacy of the UK's concern for the social and human consequences of the contraction of the coal industry, and the need to use indigenous energy assets wisely at a time when the uncertainties over future energy supplies are considerable.

'Second, nuclear. Here we have a classic example of a high cost, high technology industry necessarily developing in a world rather than national context. Whatever mix of systems is chosen, and whatever industrial organisation evolves, international collaboration will continue to be of vital importance from basic research through design and construction to the operation of plant.

'The UK, as a pioneer in the field of civil nuclear power, has a wealth of experience to contribute to any collaborative effort. Much has been achieved already, but I hope our entry into the European Community will assist and promote the process of co-operation at all levels.'

Mr. Emery said that the reference to energy in the Communique from the Paris Summit last October would not have passed unnoticed, and added: 'The formulation of common policies is of course a complex and delicate affair, and only those unfamiliar with the field will expect a concerted European approach to spring into being overnight. Indeed, it would be wrong if this did happen. Equally, however, we and our new partners are working urgently to identify the priority issues and the options associated with them. This work is going on concurrently in all the principal Community Institutions: we are directly represented on the Council of Ministers and in the European Parliament and together with our fellow members we are in regular touch with the Commission. We shall report back as significant developments occur.

'Europe, then is of vital importance. But our consideration of international factors must go wider still.'

Speaking of the importance to Britain of world developments, Mr. Emery continued: 'In 1970 the United States, once a net oil exporter, imported about 235 million metric tons of oil, Japan about 200. According to one recently published estimate these figures may rise to 740 and 530 respectively by 1985. If the trend is anything like this, the effects will soon be noticed in the markets where the UK and the rest of Western Europe satisfies its own rapidly growing import requirement. Clearly it is of paramount importance that these changes in the pattern of trade should be effected in an orderly manner rather than by a disorganised scramble. This in turn emphasises the need for good communications between the governments and companies concerned. For these and other reasons President Nixon's expected statement on energy will need to be studied in depth.

'The United States' problems are in several respects very different from our own, but the policies adopted to solve them will inevitably reverberate throughout the world. There is no conflict between our search for greater European co-operation and these wider considerations. Indeed, if Europe can speak with a single voice and avoid undue introversion, the solution of some of the most basic problems on the world energy scene must surely become less difficult.'

In conclusion, Mr. Emery said that many of the world's energy problems might be new, the technologies experimental and the contexts unfamiliar. 'But the criteria which we as a Government bring to the examination of each issue as it arises or is foreseen are as familiar as they are fundamental. Our objectives remain a supply of energy which is adequate, secure and of reasonable price.

'Its procurement, generation and use must not cause major damage to the physical environment, total disruption to established communities, or an unacceptably massive burden on our balance of payments. Change there must and will be—often rapid change—but it must be planned for and managed in a way that is not only economically beneficial but also socially acceptable.'

Distribution in the Common Market

A ONE-DAY seminar is to be organised in Rotterdam by the Netherlands-British Chamber of Commerce on March 23. The subject is distribution in the Common Market, and the sole purpose of the seminar is to establish closer links between Dutch and British companies. Experts from both sides of the North Sea will introduce the following subjects:

co-operation between British and Dutch firms;
distribution in an enlarged European market; and
physical distribution in practice.

Application forms from: The Director, Netherlands-British Chamber of Commerce, 307/8 High Holborn, London WC1V 7LS (01-405 1358) or from the Manchester office of the Chamber at Television House, 10-12 Mount Street, Manchester M2 5NT (tel. 061-834 5674).

SELLING ABROAD? — THEN WATCH YOUR LANGUAGE!

Could any of the following services be of assistance to you?

- Technical & commercial translation
- Interpreting (in the UK & abroad)
- Language refresher courses*
- USSR & Poland— contract negotiation and documentation
- Publication in English of leading Russian engineering journals

** In particular, courses in German (May 20-26, 1973 in Frankfurt) and in French (March 18-24, 1973 in Paris)*

Interested? For details ring Pieter Tesoriere on 0664-4133, ext. 336, or write to Technical Translation Service, Production Engineering Research Association, Melton Mowbray, Leics. LE13 0PB

Minister's statement on Common Agricultural Policy

MR. Joseph Godber, Minister of Agriculture, Fisheries and Food, made the following statement in the House of Commons on February 21:

'With permission, I should like to make a statement on the meeting of the Council of Agricultural Ministers in Brussels this week.

'The House will recall that agreement was reached last month that we should apply the Common Agricultural Policy on the basis of a representative rate for sterling rather than our official parity. This rate was based on the average of market rates for sterling in the first two weeks of January. Since then, following the devaluation of the dollar, sterling has fallen below this representative rate in terms of the Community unit of account and the result has been an increase in import prices. However, the Council has now agreed on an amendment to the existing Community regulation which will provide for the introduction of monetary compensatory amounts for the United Kingdom—and for Italy whose currency is also now floating. In effect, these monetary compensatory amounts will take the form of additional refunds on exports from other Community countries to the United Kingdom and reductions on import levies on imports into the United Kingdom from third countries. The precise levels will now be worked out urgently by the Commission and the Management Committees. The calculations involved are complex but once established the rates will be subject to automatic adjustment if there are further movements of 1 per cent or more in the value of currencies. The immediate application of these additional compensatory amounts will ensure that, so far as the main basic foods to which compensatory amounts and third country levies at present apply, there will be no increases in prices in the United Kingdom as a result of the latest currency developments.

'Apart from this important decision, the Council had a further discussion on direct incentives for beef production. The Commission will be making further proposals which will take account of the experience which we and other Member States have had in this field. We also secured agreement that our growers will benefit in full from the Community subsidy on herbage seeds from the 1972 crop.

'At the request of the Commission, the Council decided to defer consideration and implementation of Community farm price levels for one month. These will now be considered at the end of March and implementation would begin from April 30.'

'Membership of the EEC our great chance'

—Lord Limerick

FOR a very long time this country has been slipping gently down the league table of the world's major industrial and trading countries, Lord Limerick, Parliamentary Under-Secretary of State for Trade, said in London on February 23.

Addressing the Institute of Cost and Management Accountants' EEC Conference, Lord Limerick pointed out that on the whole we had managed this with a truly British absence of fuss.

'Nevertheless the penalties and strains are there all right. We can see them in the size of the regional problem which afflicts so much of Britain. We can see them in the frustration which generates pressures to push up incomes in money terms at whatever cost to society as a whole. Above all we can see them in the extent of attitudes against looking realities in the face, against taking the long view and against making the really all-out effort that is so

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notice	
49	Temporary importations: international co-operation.
77E	Purchase tax—exports.
77X	Purchase tax—retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
300A	Export reliefs scheduling scheme, supplementary particulars.
467	The New Customs Tariff and Overseas Trade Classification.
Exchange Control	Notice to Exporters. Issue dated September 1970. (Issued by Bank of England—also obtained from any bank.)
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

clearly needed if we are to transform this country's economic and industrial performance.

'Membership of the European Community is our great chance to reverse the trend in Britain's fortunes. Because this is a historic opportunity the response required is historic too.

'To a very high degree the quality of our response rests on the shoulders of those capable of influencing the strategies of business in this country. This is emphatically not something that can be left principally to the export manager, still less to firms' agents in Western Europe. It is a matter of the central policy orientation of many thousands of individual firms. Membership of the Community throws a new light on decisions required throughout the firms, from research and development and investment through to marketing. From now on all of them need to be taken with an assessment of the changing Community situation very firmly in mind.

'The battle for rapidly increasing business in the European Community will be won—or lost—as a result of decisions taken by *all* managers, not only those directly concerned with exporting. There is a very real need for every manager first to scrutunise the difference Community membership makes to his immediate responsibilities and, second to bring his influence to bear to make sure that his organisation has a lively aggressive and far-sighted overall policy towards the new environment that will be created by the EEC. We do not have much time to play with, and jobs, growth and profitability all depend on getting the answer right.

'Over the next two years particularly there are prospects of a much bigger rise in imports by our Community partners than earlier this decade. Taking the Community as a whole this increase should average around 10½ per cent a year in volume terms. Particularly with price advantages brought by floating of the £ sterling we should be aiming at an increase in our own sales which is substantially bigger than the overall expansion of the market.

'In the next few years we have the chance to more than regain a position which has become eroded over the years. For example since 1963 our share of the Six's imports of machinery and transport equipment fell from 12½ per cent to 8 per cent motor vehicles from 13½ per cent to 5½ per cent, chemicals from 9½ per cent to 6½ per cent, textiles from 7 per cent to 3½ per cent. Every percentage point we gain as a supplier of the Community market means growth of something like £400 million in the annual total of exports from this country. I do not need to spell out what this means in terms of jobs and economic expansion gained for Britain.

'Pertinent questions could be asked about such points as frequency of market visits; urgency in training staff in Community languages and practices; studies of products and design requirements of European markets, and marketing methods; review of purchasing and pricing policies in the light of changing supply and demand and tariff levels. I am sure you can add to this list. I hope you will ask these questions vigorously when this Conference is at an end.'

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help, where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The DTI would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the DTI needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174 or 408), or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877 ext. 2354 or 2355)—the appropriate reference point is given at the end of each section.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*. The texts may be seen on application.

Fruit and vegetables. Regulation (EEC) No. 334/73 fixing the conversion factors to be applied to the buying-in price for apples fixed by Regulation (EEC) No. 183/73. (*Official Journal* No. L37, February 9, 1973)

Regulation (EEC) No. 335/73 fixing the conversion factors to be applied to the buying-in price for pears fixed by Regulation (EEC) No. 184/73. (*Official Journal* No. L37, February 9, 1973)

Regulation (EEC) No. 354/73 applying the duty in the Common Customs Tariff to certain varieties of sweet oranges originating in Spain. (*Official Journal* No. L40, February 13, 1973)

Regulation (EEC) No. 355/73 repealing Regulation (EEC) No. 7/73 applying the duty in the Common Customs Tariff to mandarins, satsumas, clementines, tangerines and other similar citrus hybrids originating in Spain. (*Official Journal* No. L40, February 13, 1973)

Cereals. Regulation (EEC) No. 347/73 supplementing Regulation (EEC) No. 1604/71 on detailed rules for the application of an export levy on starches under Article 2(2) of Regulation (EEC) No. 371/67. (*Official Journal* No. L38, February 10, 1973)

Oils, fats and oil seeds. Regulation (EEC) No. 230/73 on compensatory amounts for colza and rape seeds. (*Official Journal* No. L28, February 1, 1973)

Pigmeat. Regulation (EEC) No. 231/73 amending Regulations Nos. 134/67/EEC and 137/67/EEC on sluice-gate prices and the system of 'pilot products and derived products' for pigmeat, with especial reference to the nomenclature of goods. (*Official Journal* No. L28, February 1, 1973)

Milk and milk products. Regulation (EEC) No. 233/73 laying down the general rules for the system of compensatory amounts for milk and milk products. (*Official Journal* No. L28, February 1, 1973)

Processed fruit and vegetable products. Regulation (EEC) No. 395/73 repealing Regulations (EEC) No. 1558/71 and No. 1643/71 concerning safeguard measures applicable to imports of tomato concentrates. (*Official Journal* No. L43, February 15, 1973)

Seeds. The *Official Journal* No. C3 dated February 5, 1973 contains the text of the second publication of the Common Catalogue of varieties of species of vegetables in accordance with Article 17 of Directive No. 70/458/EEC concerning the marketing of vegetable seeds.

Processed agricultural products. The *Official Journal* No. L28 dated February 1, 1973 contains the text of Regulation (EEC) No. 232/73 on the implementation of Article 47 of the Act concerning the Conditions of Accession and the Adjustments to the Treaties, concerning the system of trade applicable to the goods covered by Regulation (EEC) No. 1059/69. The products covered by Regulation (EEC) No. 1059/69 fall within the following Common Customs Tariff headings:

CCT no.	Description of goods
17.04	Sugar confectionery, not containing cocoa.
18.06	Chocolate and other food preparations containing cocoa.
19.01	Malt extracts.
19.02	Preparations of flour, meal, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes, containing less than 50 per cent by weight of cocoa.
19.03	Macaroni, spaghetti and similar products.
19.04	Tapioca and sago; tapioca and sago substitutes obtained from potato or other starches.
19.05	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, corn flakes and similar products).

(continued on next page)

'Britain and the EEC' and 'Preparing for Europe'

Two series of articles of importance to all businessmen. First published in 'Trade and Industry' they are now available in booklet form.

'Britain and the EEC', revised in September 1972, includes an explanation of the transitional arrangements for industrial tariffs, an outline of the EEC rules of competition, a summary of DTI sources of assistance in developing exports to the enlarged Community and an important article about the secondary legislation of the EEC. In the latest reprint, an article summarising the provisions of the free trade agreements signed between the EEC and certain EFTA countries has also been included.

'Britain and the EEC' is a continuing series and a number of articles have appeared since the publication of the booklet. These are:

Company law provisions of the European Communities Act.
Europe for small firms: The first impact.
Anti-dumping and the EEC.

The articles in 'Preparing for Europe' show how British firms in a cross-section of industries are gearing themselves for the enlarged European Community. These firms which are situated all over Britain have work forces ranging from 70 to 9,500 employees and their products include ribbons, sherry, electronic components and roadsweepers. Some have anticipated entry for several years and are now consolidating their position. Others are turning their attention to Community markets for the first time, or are preparing a big push to gain a firmer foothold.

The principal benefits each firm most looks forward to also differ. Some look to the opening up of new markets with the removal of prohibitive tariffs. Others to opportunities for volume production for a mass market or to opportunities for expansion and specialisation. Some anticipate psychological benefits which would make their products more acceptable and less 'foreign'.

But all the firms have one thing in common—the conviction that the enlarged Community holds new and exciting opportunities for them and that success will not come to he who waits but to he who makes careful preparation.

Copies of 'Britain and the EEC', 'Preparing for Europe' and individual articles can be obtained free of charge from: EEC Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877, ext. 3591 for publications; extensions 2377, 3579, 2479 or 2480 for questions on EEC matters.

CCT no.	Description of goods
19.06	Communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products.
19.07	Bread, ships' biscuits and other ordinary bakers' wares, not containing added sugar, honey, eggs, fats, cheese or fruit.
19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion.
21.01	Roasted chicory and other roasted coffee substitutes; extracts, essences and concentrates thereof.
21.06	Natural yeasts (active or inactive); prepared baking powders.
21.07	Food preparations not elsewhere specified or included.
22.02	Lemonade, flavoured spa waters and flavoured aerated waters, and other non-alcholic beverages, not including fruit and vegetable juices falling within heading No. 20.07.
29.04	Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivates.
35.05	Dextrins and dextrin glues, soluble or roasted starches, starch glues.
38.12	Prepared glazings, prepared dressings and prepared mordants, of a kind used in the textile, paper, leather or like industries.

EDB ext. 7174/408

TARIFF QUOTAS IN THE EEC—Handicraft products: *Trade and Industry*, February 8, 1973 (page 284) contained a notice about Regulation (EEC) No. 2733/72 setting up for 1973 a Community tariff quota for certain handicraft products. To qualify for import under this quota goods must be consigned from and originate in India, Pakistan, Thailand, Indonesia, the Philippines, Iran or Ceylon and be accompanied by a certificate to this effect issued by the appropriate Government Department as follows:

India	Ministry of Foreign Trade and Supply
Pakistan	Ministry of Commerce
Thailand	Ministry of Commerce
Indonesia	Ministry of Trade
Philippines	Ministry of Commerce and Industry
Iran	Ministry of Economy
Ceylon	Department of Small Industries of Ceylon.

Unwrought lead—correction. *Trade and Industry*, February 8, 1973 (page 285) contained a notice about the setting up of a Community tariff quota for lead. This notice should be replaced by the following.

The *Official Journal of the European Communities* No. L291 dated December 28, 1972 contains the text of Regulation (EEC) No. 2740/72 relating to the opening, allocation and administration of Community tariff quotas for:

a 203,500 tonnes of unwrought lead containing a minimum weight of 0.02 per cent silver and intended for refining (argentiferous lead)

b 55,000 tonnes of unwrought lead, other than argentiferous lead (CCT No. 78.01 A I and A II) at a nil rate of duty for the period January 1 to December 31, 1973.

236,000 tonnes of the quota have been allocated on the following basis:

a In so far as it concerns unwrought lead containing a minimum by weight of 0.02 per cent silver and intended for refining:

Germany	105,000 tonnes
Benelux	26,000 tonnes
France	50 tonnes
Italy	54,000 tonnes

b In so far as it concerns unwrought lead, other:

Germany	15,280 tonnes
Benelux	20,170 tonnes
France	420 tonnes
Italy	15,280 tonnes

The remaining 18,450 tonnes and 3,850 tonnes respectively will form a reserve available to Member States who use 90 per cent or more of their original allocation. **EDB ext. 7174/408**

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973 contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The texts of the following Regulations and notices reimposing the Common Customs Tariff duties on certain of these products have been published in the *Official Journal of the European Communities*:

CCT no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
Notices				
28.27	Lead oxides; red lead and orange lead	Mexico	Feb. 6, 1973	2761/72
42.03	Articles of apparel and clothing accessories, of leather or of composition leather: B Gloves, including mittens and mitts: I Protective, for all trades	Hong Kong	Feb. 6, 1973	2761/72
56.05	Yarn of man-made fibres (discontinuous or waste) not put up for retail sale: A Of synthetic fibres	South Korea	Feb. 6, 1973	2765/72
ex 60.03	Stockings, under stockings, socks, ankle socks, sockettes and the like, knitted or crocheted, not elastic nor rubberised: not of cotton	South Korea	Feb. 6, 1973	2765/72
			(*Official Journal* No. C3, February 5, 1973)	
Regulation (EEC) No. 382/73				
ex 61.01	Men's and boys' outer garments of cotton	Developing countries	Feb. 16, 1973	2764/72
Regulation (EEC) No. 383/73				
ex 61.01	Men's and boys' outer garments: other than of cotton	Developing countries	Feb. 16, 1973	2764/72
Regulation (EEC) No. 384/73				
ex 61.03	Men's and boys' undergarments, including collars, shirt fronts and cuffs: other than of cotton	Developing countries	Feb. 16, 1973	2764/72
			(*Official Journal* No. L41, February 14, 1973)	

EDB ext. 7174/408

300 firms in industrial expansion talks in Yorkshire and Humberside

THE Industry Act is now six months old and in that time the Yorkshire and Humberside regional office of the DTI has received more than 1,500 inquiries about industrial expansion and is in active consultation with over 300 firms, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, said in Barnsley on February 23.

Addressing the Barnsley Chamber of Commerce, Mr. Grant declared: 'The latest fall in unemployment—the greatest between the months of January and February in any year since the war—is clear evidence that the Government's economic and regional policies are showing results. In the Yorkshire and Humberside region the total number of unemployed has fallen by over 7,000 and the number of unfilled vacancies has risen by over 1,700 since January, illustrating the effect of the Government's vigorous action to encourage new growth industries to set up in places where the industrial structure must change further as a result of rationalisation in the area's traditional industry.

'You have yourselves made considerable efforts in this direction and are seeing your work rewarded. Such a process of change, gradual as it must be, has been taking place for some time. For instance, between 1966 and 1971 manufacturing employment in Barnsley grew by 3,330 (or 18 per cent). While coalmining is still the main male employer—providing 39 per cent of male jobs—manufacturing industry now provides more jobs in total than this, with a substantial number of women employees.

'Barnsley's status as an Intermediate Area since 1970 has provided an important incentive to new firms and to industrial development generally.

'Under the Industry Act, building grants are available in Barnsley on top of national tax allowances and selective financial assistance, providing very real incentives for growth. Firms expanding in or moving to Barnsley, or to any other part of the Yorkshire and Humberside region, can now recoup more than a third of their expenditure on a typical project. And part of my job today is to hammer home this hard fact of financial life to the businessmen in Yorkshire.

'It is important to seek investment opportunities now—especially while the engineering capital goods sector still has spare capacity—and to be fully geared up for an industrial tariff free market in a European market of 300 million people by mid-1977. And also to be fully prepared to meet increased competition.

'It is a timely reminder to us all that the first tariff cuts with founder members of the EEC are only five weeks away. And in less than three years time tariffs will have been reduced by 80 per cent.

Quality of life

'But to return to Yorkshire and the Government's actions to encourage industrial expansion. I should perhaps say a word about the Government's advance factory programme.

'Since the new regional measures were announced last March advance factories have been taken up at a most encouraging rate. Last month we announced a further programme of more than 50 factories covering nearly a million square feet.

Barnsley has a 25,000 square feet advance factory on Carlton Industrial Estate to be completed later this year; a new one of 10,000 square feet under the new programme. Five others under the new programme, totalling 65,000 square feet are to be built close by at Doncaster, Normanton, Rotherham and South Kirkby.

'But let me say that the Government's task in a region like this is not solely concerned with industrial expansion or infrastructure improvements, like the M62 linking you to both East and West coast ports.

'The quality of life and good amenities are vitally important in attracting people and firms to a region—and in keeping them there. Approved schemes for reclaiming derelict land can get a 75 per cent Government grant.

'Gradually but surely the remains of previous industrial generations are being transformed making areas like Barnsley more attractive places to live in and work in.

A place for coal

'It would be wrong of me not to acknowledge the difficulties being experienced by the coal industry and by areas traditionally most dependent on it like your own. It would be equally wrong for me not to present the other side of the coin. Jeremiahs who talk only of the coal industry in terms of 'decline' and 'redundancies' have for too long had the stage virtually to themselves.

'I believe the industry has a considerable future. There are two particularly important factors to consider—the growing concern about the world's energy supplies and the Coal Bill. In addjtion, joining the EEC will provide oportunities for increasing exports, provided we are able to supply the right type of coal at the right price.

'There is growing recognition that coal will play an increasingly important part in the Western World's energy policy. But this does not mean the size or techniques of our coal industry can remain unchanged.

'Some sectors and certain areas are doing better than ever. The Yorkshire coalfield now produces over a quarter of this country's deep-mined output compared with 20 per cent ten years ago, and also supplies a high proportion of coal for electricity generation stations.

'But the long term future of the industry depends on improving productivity and containing costs. It is inevitable therefore that some pits—where reserves are exhausted or are grossly uneconomic—will have to be closed. This will be a gradual process. The Government is already—and has for some time—been working to bring new industries to areas experiencing closures and redundancies.

'Then, of course, there is the Coal Bill itself which will provide a breathing space for areas affected. Its measures will enable redundancies to be reduced and spread over a longer period. Benefits for those who have to be made redundant are to be increased as are miners' pensions.

'In effect we are buying time to bring in more new industries and create more new jobs in areas where employment in the coal industry is being reduced.

'There is undoubtedly a real future for the coal industry. It will continue as a vitally important industry alongside the many new industries which are expected to come to previous coal-mining strongholds like Barnsley.'

Steel founders set up research unit at Aycliffe

GEORGE Blair and Co. (Sales) Ltd. are to occupy a 2,500 sq. ft. terrace unit which is one of a block of four built by the English Industrial Estates Corporation on the Aycliffe Industrial Estate. Applications are currently being considered for the three other units and announcements about these are expected soon.

The Aycliffe premises will be used to do research work for the parent company and it is hoped that about 10 people will eventually be employed in the new department.

George Blair & Co. Ltd. are engineers and steel founders engaged principally in the manufacture of cast steel components and assemblies for the transport industries in this country and overseas. The company have been established in the North East for many years and occupy factories administered by the Estates Corporation at Stanhope and Tow Law in Co. Durham.

A 30-ton Priestman Lion III crawler crane from Sparrows International Crane Hire, Bath, Somerset, working 26 miles off the Yorkshire coast on a BP gas rig. The crane was used for the extension of the helicopter platform area, sections of which were fabricated on land by the SLP Group, Beccles, Suffolk, and shipped to the rig for assembly and welding. It was the first time a North Sea rig's helicopter platform had been extended in this way.

Minister announces £40,000 in grants for NWIDA

THE North West Industrial Development Association are to receive Government grants totalling £40,000 over a two-year period, Mr. Christopher Chataway, Minister for Industrial Development, told the House of Commons in a written answer on February 21.

The Minister said: 'The North West Industrial Development Association have accepted my offer of a grant of £20,000 for each of the financial years 1972/73 and 1973/74.

'Pending approval of the Supplementary Estimate published on February 15, recourse will be made to the Contingencies Fund for any payments which may become necessary.'

Note

The North West Industrial Development Association was formed in 1946. It has its origins in the Lancashire Industrial Development Association formed in 1931.

The association's role is to publicise the opportunities for growth in the North West to make industry in the United Kingdom and overseas aware of the potential and resources of the area. This is the first time the association has received financial support from the Government. The money will help to strengthen the association's promotional activities at home and abroad.

The association's main financial support comes from the local authorities; local industry, commerce, and trade unions also contribute.

Applications for investment grant

THE Department of Trade and Industry has accepted since January 1, 1973 applications for investment grant in respect of capital expenditure incurred in the period July 1 to September 30, 1972. Such applications have been payable from January 1, 1973.

The Department now announces that applications in respect of the following quarter October 1 to December 31, 1972 will be accepted from April 1, 1973 and that payment on such applications, after approval, will begin from that date.

The new regional development grants will not be paid on expenditure towards which an investment grant has been made. However, application for a regional development grant may be made towards capital expenditure on new machinery or plant in development areas defrayed after March 21, 1972 on which application for investment grant is not being made, even though the expenditure relates to an asset towards some expenditure on which an investment grant has been made, provided the asset was not delivered or completed before March 22, 1972.

The Department reminds applicants that, by virtue of the Investment Grants Termination (No. 2) Order 1972 and of the Direction made under it on February 18, 1972 no investment grant will be made in respect of expenditure incurred in the period April 1, 1970 to October 26, 1970 unless application on the appropriate form and accompanied by any relevant documents including a report by an independent accountant is made to the Department of Trade and Industry before April 1, 1973. Applicants should ensure that they have duly completed the appropriate form and forwarded it to the reporting accountant in sufficient time to enable him to examine and report on it and for the documents to be received by one of the Grants Offices not later than March 31, 1973.

Investment grant is payable on expenditure incurred after October 26, 1970 only where it arises under a contract entered into by that date. Applications relating to expenditure incurred in the period October 27, 1970 to March 31, 1971 must be made to the Department on the appropriate form, accompanied by form IG/32 (or form IG/33 for ships) and relevant evidence of contract, on or before July 1, 1973. Applications relating to expenditure incurred in the period April 1, 1971 to March 31, 1972 must likewise be made before October 1, 1973.

Firms contemplating applying for investment grant towards expenditure incurred on the production of prototypes must also comply with all these requirements. Guidance on the preparation of forms may be obtained from the appropriate Office.

The addresses of the Offices are: Department of Trade and Industry, Regional Development Grants Office,

Queensway House
West Precinct
Town Centre
Billingham
Teesside TS23 2NF
Tel. (0642) 553671
Telex 58608

24/26 Newport Road
Cardiff CF2 1SY
Tel. (0222) 42611
Telex 49538

St. Peter's House
Stanley Precinct
Bootle, Lancs. L20 3LZ
Tel. 051-922 4030
Telex 627162

Magnet House
Waterloo Street
Glasgow G2 7BT
Tel. 041-221 9833
Telex 77611

and

Department of Trade and Industry
Investments Grants Office
Colman House
Victoria Avenue
Southend-on-Sea SS2 6DU
Tel. (0702) 41341 and 41362
Telex 99288

Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876 ext 6147).

You want your firm to grow? So do we.

Call your nearest Industrial Expansion Team today

The Industrial Expansion Teams at the D.T.I. can help your firm to grow. If you are planning to expand your business, you should get in touch with us now. We can provide you with full details about Britain's Areas for Expansion, and the Government's new package of incentives to encourage industrial growth in these areas. The more generous scale of assistance now available could be the chance of a lifetime for your firm.

Where are the areas? The Areas for Expansion have been extended. They cover the whole of Scotland, Wales, and Northern Ireland, Northern and North-West England, Yorkshire and Humberside, some parts of the Midlands and much of South-West England. And remember that now, whether your firm is planning to expand into, or to expand or modernise within these areas, your project could qualify for considerable benefits.

What are the new benefits? You could qualify for substantial grants towards the cost of new building and, depending on the Area, of new plant and machinery. These grants are broadly for manufacturing, mining and construction activities. They are not tied to the provision of additional employment.

Additional help for projects providing new employment. 1. Capital Loans. You could be eligible for these on favourable terms. Or, alternatively, you could get relief on the interest costs of finance from non-public sources.
2. Removal Costs. There are grants which will go a long way towards the costs incurred in moving a business into the Areas for Expansion.
(Certain service industry projects may be considered for these two benefits.)
3. Rent-free Factories. Government factories are available for rent or sale. You could qualify for a rent-free period of two years.

Other benefits. Other Government incentives available include grants for training new labour and free courses for supervisors and instructors.

The Industrial Expansion Teams—and how they can help you.
Besides all this financial help, the Industrial Expansion Teams at D.T.I. Headquarters or your nearest regional office, can help you find the best possible location for your project. They can give you all the facts, impartial advice, and valuable on-the-spot assistance.
You want your firm to grow. So do we. Get in touch with us today.

Headquarters.
London, tel: 01-834 2255 ext. 88

Scotland.
Glasgow, tel: 041-248 2855

Wales.
Tel. Cardiff 62131 (STD code 0222)

Northern Region.
Tel. Newcastle-upon-Tyne 27575 (STD code 0632)

North West.
Manchester, tel: 061-236 2171

Yorkshire & Humberside.
Tel. Leeds 38232 (STD code 0532)

East Midlands.
Tel. Nottingham 40121 (STD code 0602)

West Midlands.
Birmingham, tel: 021-643 8191/8221

South West.
Tel. Plymouth 21891 (STD code 0752) or Bristol 21071 (STD code 0272)

London & South East.
London, tel: 01-828 4355 ext. 50

Eastern Region.
London, tel: 01-828 6271 ext. 104 or 61

Northern Ireland.
Tel. Belfast 34488 (STD code 0232)

To: The Industrial Expansion Team, Department of Trade and Industry, Millbank Tower, Millbank, London SW1P 4QU.

Please send me full details of the benefits available in the Areas for Expansion.

Name_____

Position in Company_____

Nature of Business_____

Company_____

Address_____

The Areas for Expansion

TI 1/3

ISSUED BY THE DEPARTMENT OF TRADE AND INDUSTRY

Monopolies Commission report on ready-cooked breakfast cereal foods

In their report on the supply of ready-cooked breakfast cereal foods, published on February 21, the Monopolies Commission found that monopoly conditions prevailed because Kellogg supplied at least one-third of all the ready-cooked breakfast cereals supplied in the United Kingdom.

The Commission were required by the terms of the reference, if they found that monopoly conditions prevailed, thereafter to consider the question whether the parties concerned determined the level of prices at which the goods were supplied. They examined the nature of competition in the industry and the profits and pricing policies of Kellogg and their principal competitors, and concluded that Kellogg determined the level of prices as a result of, and for the purpose of preserving their monopoly position.

In assessing the effect of the determination of Kellogg's prices upon the public interest, the Commission found that their profits had been excessive in the past but that the trend was downwards. They did not consider that Kellogg's power to determine price levels operated against the public interest at present, but thought that it might be expected to do so in future, given that the restricted nature of price competition in the industry and Kellogg's known profit target could result in price increases not justified by increased costs which could again lead to excessive profits.

The Commission therefore recommended that Kellogg's profit rates should be kept under review and that Kellogg should be required to seek Government approval before making any increase in the prices of their breakfast cereals.

Competition

The Commission found the industry to be one with few suppliers (Kellogg, Weetabix and Nabisco between them had 90 per cent of the market in 1971) and one in which manufacturers competed through the appeal of different brands and through advertising and promotion and product innovation to attract the consumer, to safeguard their profits and, if possible, to increase their share of the market. Price competition was important only when products were in direct competition with retailers' own brands. The only producer of own brand cornflakes, Viota Ltd. (a subsidiary of Robertsons Foods Ltd.) accounted for 11.8 per cent of total cornflakes sales in 1971. Some of the manufacturers made other own brand products but cornflakes was the only Kellogg product facing own brand competition.

Market shares

The Commission noted some decline in the market share of Kellogg's main brand, Corn Flakes, arising partly from a fall in the share in the total market taken by cornflakes and partly from the growth of the own brand trade. Kellogg's share fell from 40 per cent in the early years of the 1960s to 33.2 per cent in 1971. The share taken by Kellogg's other brands rose from 17 per cent in 1965 to 25 per cent in 1971 owing to the increasing popularity of Rice Krispies and the introduction and promotion of other varieties.

The effects of Kellogg's monopoly

The Commission found that monopoly conditions prevailed by virtue of Kellogg having at least one-third of the market. In fact Kellogg had about 60 per cent of the market from 1968 to 1971. In examining the determination of price levels in the industry they accepted that the advantages of price competition for the individual manufacturers were diminished as a result of the diverse nature of the industry's products and the consequent lack of price sensitivity, but they did not accept Kellogg's view that the nature and extent of competition in the industry would be unaltered if there were a larger number of manufacturers. They considered that the structure of the industry with its few major producers was the main reason for lack of price competition and for the substantial profits made in the past. They also took the view that the difficulties of entry into the industry, resulting from Kellogg's size range of products and heavy promotional and advertising expenditure, strengthened the ability of the main manufacturers to determine their prices.

With these considerations in mind, and because Kellogg determined the price levels for the major part of the market (with Viota's prices having only a limited effect), the Commission concluded that the determination of prices was the result of the company's monopoly position. In view of Kellogg's statement that it avoided setting its prices at such a high level as to attract new competition, they concluded that the determination of prices was exercised for the purpose of preserving its monopoly position.

The public interest

In assessing the effect of the determination of prices upon the public interest, the Commission first observed that while a ratio of advertising and promotion expenditure to sales of 12 per cent had a substantial effect on costs and prices, the expenditure was not excessive given the part played by advertising and promotion in the breakfast cereal industry and in the food industry generally.

In examining the profit record of Kellogg and their competitors, the Commission found that Kellogg's return on capital employed (historic cost basis) fell from an average of 70 per cent for the period 1962-6 to 46 per cent in 1967-71. The figure was 36.8 per cent in 1971 and an estimated 26.0 per cent during the first half of 1972. Kellogg ascribed this trend to increases since 1969 in the cost of maize and other manufacturing costs; a fire at their Trafford Park factory; and, to some extent, industrial unrest. In assessing the future, Kellogg drew attention to expenditure on a new maize mill and printing machinery, and to the effects of the EEC Common Agricultural Policy, as well as to competitive pressures, as factors likely to prolong the downward trend in profits. The company had set itself in mid-1969 a profit target of not less than 8 per cent on sales which it calculated would represent a return on capital employed on historic cost basis of about 38 per cent. The average rate of profits to net sales of Kellogg's competitors was generally below Kellogg's level, except that Weetabix's average was above Kellogg's in 1970 and 1971.

While accepting that Kellogg's profits must be looked at against the background of the company's operating efficiency, and its effective use of capital, the Commission nevertheless considered that profits had been excessive in the past, and that the figure for 1971 was still high by comparison with those of manufacturing industry.

Conclusion on the public interest

In considering factors affecting Kellogg's future profit rate and pricing policy, the Commission thought that they would probably continue to have to face own brand competition, which, however, might stabilise at its present market share and would not greatly affect Kellogg's pricing power. Other factors included the size of the cornflakes market, Kellogg's share of it and the effect of maize and other costs on their prices and profit margins. In view of the restricted nature of price competition in the industry and Kellogg's profit target, the Commission thought that prices might well be increased more than was justified by cost increases and that Kellogg's profits might in time rise again to excessive levels. They therefore concluded that Kellogg's determination of prices did not operate against the public interest but might be expected to do so in the future.

Recommendation

The Commission recommended that Kellogg's profit rates should be kept under review and that they should be required to seek Government approval before making any increase in the prices of their breakfast cereals.

Notes

The Commission submitted their report on the supply of ready-cooked breakfast cereal foods on September 15, 1972.

The reference was made on June 18, 1971 under Section 2(1) of the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 as amended by the Restrictive Trade Practices Act 1956 and the Monopolies and Mergers Act 1965. However, the Commission were asked, under Section 6(2) of the 1948 Act, if they found that monopoly conditions prevailed, to confine their investigation to the determination of prices.

The Commission at present have references before them on the

following subjects: wire and fibre ropes; parallel pricing; machinery for the manufacture of footwear; chlordiazepoxide and diazepam; primary batteries; plasterboard; cross-Channel car ferry services; and contraceptive sheaths.

Copies of the Monopolies Commission's report are available from HMSO (price 26½p net).

Minister's statement on breakfast cereals report

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, was questioned in Parliament on February 21 on the Report of the Monopolies Commission on the supply of ready-cooked breakfast cereal foods. After giving a summary of the Commission's findings, Sir Geoffrey said:

'The Government accepts the Commission's recommendations. In view, however, of the high profits which the report revealed, and the measures which have been taken to control inflation since the Commission reported, the Government sought further information from Kelloggs about their future levels of profit. Evidence now available shows that if their selling prices were held at present levels their returns in 1973 were likely to be significantly reduced as a result of increases in raw material costs. The Government will exercise regular surveillance over Kelloggs' costs, prices and profit rates, and Kelloggs have been asked to make available to the Government periodically the information required for this purpose. They have also been asked not to raise the prices of any products which were the subject of the reference to the Commission without the Government's approval. It has been made clear to the company that the Government is unlikely to approve any price increases on these products for some time to come. Kelloggs have undertaken to comply.

'These undertakings by the company are distinct from and in addition to the more general arrangements that are being made for price and profit surveillance as part of the Government's counter-inflationary measures.'

Proposed acquisition by Glynwed Ltd. of the Armitage Shanks Group Ltd.

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, has decided to refer the proposed acquisition by Glynwed Ltd., of the Armitage Shanks Group Ltd. to the Monopolies Commission for investigation and report under the provisions of the Monopolies and Mergers Act 1965. The Commission are being required to make their report within six months.

The decision to make a reference to the Commission does not in any way prejudge the question of whether or not the merger concerned is contrary to the public interest. It is for the Commission to report on this after investigation.

Notes

The Monopolies and Mergers Act 1965 empowers the Monopolies Commission to investigate proposed or actual mergers following a reference by the Department of Trade and Industry, The Commission are required to investigate and report to the Department whether the merger operates or may be expected to operate against the public interest.

Section 6 of the Act enables the Department of Trade and Industry to refer a merger which creates or intensifies a 'monopoly' or involves the take-over of a company which has gross assets valued in excess of £5 million.

The proposed acquisition by Glynwed Ltd. of the Armitage Shanks Group Ltd. is being referred under both criteria of the Act.

Professional practices to be referred to the Monopolies Commission

—Sir Geoffrey Howe

There are some who claim that the Government shows a soft-hearted approach towards the professions, while others point to the special place which the professions have in our society, said Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, on February 20.

Addressing the Consulting Engineers' Lunch Club, Sir Geoffrey said: 'They point to the fact that, while commercial services will be subject to the restrictive trade practices legislation, professional services will not. Others argue that although professional codes of conduct may at times restrict competition, such restrictions are a necessary price to pay for the preservation of professional standards.

'I know that there are practices in my own profession of the law which have for long been criticised as restrictive. But they are stoutly defended by the legal professions as necessary features of our scheme for the administration of justice. Views like these are deeply held. They lead some people to believe that professions are such special cases that they should be exempt from all public inquiry.

'My own view is reflected in the powers which are actually provided in the Fair Trading Bill. I recognise there is a distinction between professional and commercial services. I do not think it would be right to subject professional codes of conduct to examination before the Restrictive Practices Court, where the presumption would be that agreements are necessarily against the public interest and can be justified only if they pass specific and rather stringent tests.

'I am, however, in no doubt that professional practices must be open to public scrutiny under completely objective conditions and without prior assumptions about the public interest. Professional services were brought within the scope of the monopolies legislation in 1965. Much of the ground has already been cleared by the Monopolies Commission's general report of October 1970 which set out very clearly all the practices which had a bearing on the competitiveness of individual professions.' Sir Geoffrey said. 'These included restrictions on charges for services; restrictions on inter-professional partnerships and on engaging in commercial activities.

'One of the Commissions's suggestions was that the Government should invite the professions to look at their practices in the light of its report and consider whether some of them should be modified. As a result we wrote to the 130 or so professional bodies concerned and have now collected the comments of nearly all of them.'

Sir Geoffrey added that he was 'considering which specific practices in individual professions should be referred to the Monopolies Commission for detailed and impartial inquiry. I hope that reference to the Commission will be made before long and that this in itself will help to generate and sustain the momentum of reform within the professions themselves,' he said.

Business rents: appointment of adviser

Mr. Geoffrey Rippon, Secretary of State for the Environment, has appointed Mr. C. D. Pilcher, to be adviser to the Department on matters relating to business rents. This follows the Government's statement in the White Paper 'The Programme for Controlling Inflation: the Second Stage' that consideration would be given during the next stage to longer-term policy for business rents.

The address of the Business Rents Directorate is 2 Marsham Street, London SW1P 3EB; the telephone number for inquiries about the effect of the Government's counter-inflation measures on business rents is now 01-212 4277.

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B.S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103

Report on shipbuilding to be published soon

—Mr. Christopher Chataway

THE Booz-Allen Report on the shipbuilding industry commissioned by the Government last summer is to be published at an early date, Mr. Christopher Chataway, Minister for Industrial Development said in London on February 20.

Addressing the Political and Economic Planning Conference Mr. Chataway said: 'The report should drive home to management and unions the scale of the missed opportunities which have in the past helped to reduce Britain's share of the rapidly expanding world shipbuilding market from 50 per cent to 4 per cent.

'It should also drive home the scale of effort now required if we are to maintain a secure competitive shipbuilding industry in this country. There should certainly be no inclination to think that the healthier state of the present order books has solved the long-term problem.'

The Minister said that the published report would not of course contain material which had been collected in commercial confidence.

The Minister added 'The recent sharp improvement in shipbuilding orders is of great assistance to Scotland, the North East and Northern Ireland. Ninety per cent of the shipbuilding industry is in development areas and its poor performance over 20 years has contributed substantially to regional problems.

'The value of orders announced in the past two months has been as great as over the previous two years and the value of total orders is now the greatest in the history of British shipbuilding.'

Upturn in regional activity

The Minister went on to say 'It is too early to make any general assessment of the regional measures introduced by the Government last spring. There has, however, been a marked upturn in industrial activity in all the regions over these past months. Inquiries from firms wishing to expand or set up within the regions are running at record levels in a number of cases. Unemployment since last March in the assisted areas has fallen by 62,000.

'With an expanding economy, and the assistance of these new powerful incentives, Britain's regions have today their greatest opportunity of moving towards a healthy self-sustaining growth. However, progress is heavily dependent on combatting inflation. If the current expansion of UK industry is halted now the regions will suffer most.

'One now has to ask, therefore, who really wants to see regional unemployment brought down further? Who is really serious about industrial development in the regions? It is hard to believe, frankly, that those who argue for industrial action to force the Government to abandon its battle against inflation, really care a damn.

Devastating effect

'For the surest way, of course, to start the unemployment figures climbing again would be for British industry to price itself out of World markets and the surest way to deter investment from overseas, which plays a vital part in many regions, would be to initiate a series of major industrial disputes.

'In the present context the most important regional policy of all is the Government's stand against inflation. Any failure there would damage the country as a whole—but it would devastate the regions.'

Nonsense to suggest Government is 'anti-retailer'

—Mr. Anthony Grant

IT was nonsense to suggest, as some occasionally did, that the Government's keen interest in consumer protection meant that the Government was somehow 'anti-retailer', Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, told multiple shoe-retailers in London last week.

Speaking at the annual luncheon of the Multiple Shoe Retailers Association, Mr. Grant said: 'What we surely all want is a healthy trading climate with mutual confidence between supplier and customer. Indeed I am sure that your own members and retailers generally see the value of consumer satisfaction and good customer relations in carrying out your important role in the economy.

'The Government willingly acknowledges the essential contribution which retailers have made, in the preparations for successive phases of the counter-inflation programme. This is partly a matter of the consultations, notably with the Retail Consortium and partly of the way in which retailers—large and small—have observed the spirit as well as the letter of the arrangements for the first phase.

'No one pretends the immediate future will be without difficulties and stresses. However, consumption and production are moving ahead rapidly as intended by the Government in their measures to stimulate the economy in last year's Budget. This expansion should continue.

'We now have a golden opportunity for greatly improving on the disappointing economic performance over the period since the war. This of course means taking the necessary steps to increase efficiency and that we must all get a grip on inflation, to ensure our international competitiveness.

'The anti-inflation programme remains vital and we know that our policies for the Second Phase are tough. But this is necessary if we are to beat inflation and grasp the opportunities for faster economic growth in the years ahead.'

Referring to the footwear industry, Mr. Grant said: 'It is not a static or an easy trade. It is a basic requirement for every man, woman and child. But individual choice is an essential element—we all tend to have strong views about the style and quality of the shoes we require.

'The fashion element in the trade used to be regarded as a women's prerogative but nowadays men and children take part in the interest in footwear fashion. As needs and tastes change and develop, and as new materials supplement the familiar ones, the customer, the retailer and the manufacturer combine to ensure a lively and competitive trade. This, in turn, gives great scope for the exercise of British marketing skill, artistic flair and craftsmanship.'

Leap forward in air-cargo business

IN 1972 16 per cent of British exports by value were carried by air. This was disclosed by Mr. Michael Heseltine, Minister for Aerospace and Shipping, in a speech last week to an International Cargo Handling Co-ordinating Association lunch in London when he drew attention to the importance of the 'leap forward' in air cargo business in recent years.

'Over the past six years, our international air cargo has increased at almost 20 per cent a year,' he said. 'In 1967 just under 12 per cent of our exports were carried by air; figures to be published shortly show that last year the proportion had risen to 16 per cent. For some markets the proportions are much higher; for example, 30 per cent of the value of our exports to Japan went by air. Last year saw a strong recovery in air cargo from the pause we experienced in 1971, and I believe this trend will continue. The British Airports Authority forecast that air cargo in the London area will treble by 1980.'

Mr. Heseltine said the Government recognised the vital importance of new capital investment in the field of freight handling, and had taken a series of decisions to ensure that Britain would have the finest airport and container port in Europe when Maplin opened about 1980. 'There was a very full debate in the House of Commons recently when I and my colleagues set out the arguments for Maplin. It is surprising to find some people still left with the impression that HM Government is not in earnest. There is clear evidence of need for a Third London Airport. In 1972 air transport movements in south-east England were nearly up to the level forecast by the Roskill Commission for 1975,' he said.

Appointments to the British Airways Board

MR. Peter Walker, Secretary of State for Trade and Industry, has appointed Mr. Howard Phelps as a full-time member and Mr. William de Vigier and Mr. John Gardiner as part-time members of the British Airways Board. The appointments run until December 31, 1975.

Air Travel Organisers' licensing

THE Civil Aviation Authority has released the first list of names of air travel organisers to whom it proposes to grant Air Travel Organisers' Licences when they have paid the required fees and charges and have also fulfilled the Authority's bonding requirements.

The list of names also shows the number which the licence will be given when it is granted. This licence number will be exclusive to the original grantee and he will retain it for as many years as he continues to be entitled to hold a licence. In no circumstances will the number be allotted to any other air travel organiser.

The type of activity for which the licence may be issued is indicated as follows:

(A) The organisation of advance booking travel.
(B) The organisation of inclusive tours by air.
(C) The organisation of other forms of air travel as specified in the licence.
(D) Brokerage on behalf of an air operator wishing to make accommodation on an aircraft available to a travel organiser.

For members of ABTA, the bonding requirements will depend on the outcome of the Extraordinary General Meeting which ABTA will hold on March 14. As the Authority announced recently, if ABTA members agree to strengthen their Articles of Association in the way the Authority has requested, then the Authority will accept bonds under the ABTA bonding scheme in full satisfaction of its own bonding requirements and ABTA members will be required only to be bonded with ABTA.

Non-members of ABTA will be required to make bonding arrangements independently: the Trustee of the scheme will be nominated by the Authority shortly. The Authority will be sending the draft bond and other documents to non-ABTA members on the list as soon as possible.

(Note: T/A = trading as)

Proposed licence number	
ATOL 027 D	Air Plan Ltd.
ATOL 002 ABCD	Albany Travel (Manchester) Ltd.
ATOL 032 A	Allied Travel Agents Ltd.
ATOL 187 B	Atta Holidays Ltd.
ATOL 151 AC	American Express International Banking Corporation
ATOL 033 A	Anglo American Families Association Ltd.
ATOL 215 AB	Apal Travel Ltd.
ATOL 104 B	Archer's Travel
ATOL 194 ABD	Arrowsmith Holidays Ltd.
ATOL 083 A	Automobile Association (Travel Division)
ATOL 098 D	Bahr Behrend & Co. (Chartering) Ltd.
ATOL 003 B	R. E. Bath Travel Service Ltd.
ATOL 125 B	Bradley & Vaughan
ATOL 210 B	Brighter Holidays Ltd. (T/A Brighter Holidays of Scotland)
ATOL 087 B	British Transport Travel Club
ATOL 078 B	Cadogan Travel Ltd.
ATOL 124 BC	Charles Travel Ltd.
ATOL 129 B	Club 18-30 (London) Ltd. (T/A Club 18-30)
ATOL 001 BC	Comité d'Acceuil
ATOL 221 C	Convoys Ltd.
ATOL 175 B	Raymond Cook Ltd. (T/A Raymond Cook Holidays)
ATOL 041 B	Countrywide Holidays Association (Also T/A Adventure Tours)
ATOL 035 AB	Dixon Travel Agency Ltd.
ATOL 142 B	Louis Duforest Travel Service Ltd. (T/A Decorum Holidays)
ATOL 191 A	East Coast Enterprises
ATOL 096 C	Finnish Church Guild
ATOL 052 B	F.M.P. Leisure Ltd. (T/A John Morgan Holidays)
ATOL 031 A	Forfar Travel Bureau
ATOL 141 B	Fortune Tours Ltd. (T/A Villas Iberia)
ATOL 220 AB	Galleon World Travel Association Ltd.
ATOL 092 AD	Golden Lion Travel Ltd.
ATOL 064 BD	Gordon Smith Travel Services
ATOL 062 B	Grampian Travel Ltd.
ATOL 169 BD	Horizon Midlands Ltd.
ATOL 036 ABD	Hove Travel Agency Ltd. (T/A Panorama Holidays)
ATOL 026 A	International Families and Friends Association
ATOL 021 ABC	James Vance Travel Ltd.
ATOL 046 ABC	J. W. Kearsley & Co. Ltd.

Production of gas turbine starters, generating equipment, switch gear and de-icing equipment was seen by Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping, during a recent visit to the Hemel Hempstead factory of Lucas Aerospace's Electrical Group. The Minister is seen (left) with Mr. Keith Pinder, manager, manufacturing services, inspecting the power turbine reduction gear box component of the Harrier gas turbine starter/auxiliary unit.

Proposed licence number	
ATOL 022 BC	Kent Messenger Ltd. (T/A Messenger Travel Service)
ATOL 132 B	Kuoni Challis & Benson Ltd.
ATOL 146 AC	Letchford Tours & Travel Ltd.
ATOL 017 B	Liberty Travel (London) Ltd.
ATOL 193 ABD	Lord Brothers (Travel) Ltd.
ATOL 165 B	Lumbs Continental Tours Ltd.
ATOL 037 B	Lynton Cooper Travel Ltd.
ATOL 118 B	Maltatours (UK) Ltd.
ATOL 013 B	Martin Rooks & Co. Ltd.
ATOL 008 AB	A. T. Mays Ltd.
ATOL 077 AC	North American Families Association Ltd.
ATOL 011 B	Oceanways Travel Services Ltd.
ATOL 038 AB	Overseas Air Travel Ltd.
ATOL 057 A	Overseas Families and Friends Association
ATOL 212 C	Oxford Group (Moral Re-Armament)
ATOL 133 BC	Page & Moy Ltd.
ATOL 164 B	Palmer & Parker (Holidays)
ATOL 018 A	Patons Shipping Offices Ltd.
ATOL 117 B	Penn Overland Tours Ltd.
ATOL 072 B	Pontinental (Holiday Services) Ltd.
ATOL 045 BCD	Preston Travel Ltd. (T/A Preston Travel)
ATOL 040 B	Saintgrove Ltd. (T/A Lord Byron Holidays)
ATOL 144 B	Scantours Ltd.
ATOL 209 B	Silver Wing Surface Arrangements Ltd.
ATOL 177 D	Skyfreight Ltd.
ATOL 082 B	L. R. Stanton Ltd. (T/A Stanton Holidays)
ATOL 055 B	Swiss Hotel and Travel Bureau
ATOL 005 B	Teemah Travel Ltd.
ATOL 006 AD	Thistle Air Brokers Ltd. (T/A Thistle Air)
ATOL 152 B	Thomson Holidays Ltd.
ATOL 099 B	Tirreno Tours Ltd.
ATOL 091 C	Transatlantic Brides and Parents Association
ATOL 059 B	Transit Travel Ltd.
ATOL 051 ABCD	Travellers International (UK) Ltd.
ATOL 034 B	Travescene Ltd.
ATOL 070 B	Visit Norway Ltd.
ATOL 136 B	Vista Tours Ltd.
ATOL 007 B	Warner Holidays Ltd.
ATOL 023 BC	Wembley Travel Centre Ltd. (T/A Americana Holidays)
ATOL 004 ABCD	World Travel

King & Co

Chartered Surveyors
1 Snow Hill
London EC1A 2DL
01-236 3000 Telex 885485
Also at Manchester & Leeds

Industrial and commercial property plant & machinery valuers

Licences for advance booking charter flights

THE Civil Aviation Authority has decided to grant Class 2 licences to six British airlines, authorising them to operate advance booking charter flights across the North Atlantic during the 12 months beginning April 1, 1973. The six airlines are British Caledonian, BEA Airtours, British Midland, BOAC, Dan-Air and Laker Airways. Britannia Airways withdrew its application and the application by Donaldson International will be heard on March 7.

The six licences now granted authorise the carriage of a total of about 350,000 passengers between the United Kingdom and Canada and about 500,000 passengers between the United Kingdom and the United States. These figures, which are calculated on a one-way basis, are to include as well passengers carried on all other types of charter flights. The figures are based on the airlines' own estimates of the traffic they expect to carry; they are free to apply for increases if additional firm business can be secured. No limit has been set to the numbers of passengers who may be carried to and from the Caribbean area.

The licensing arrangements for the carriage of ABC passengers to and from Canada and the Caribbean have now been firmly established but final arrangements in respect of the United States must await the outcome of further talks with the US Authorities later this week. The CAA announce that they deeply regret this continued uncertainty. A further announcement will be made as soon as possible.

North Wales crude-oil pipeline authorised

MR. Peter Walker, Secretary of State for Trade and Industry, has issued an authorisation under the Pipelines Act 1962 to Shell (UK) Ltd. for the construction of a 75 mile 36 in. diameter pipeline to convey crude oil from Anglesey to Stanlow. He has accepted the recommendations, made by the inspector who held the public inquiry at Bangor and Mold during August and September last year, that, subject to certain planning conditions, the authorisation should be granted.

The pipeline, which will link the proposed crude oil storage installation at Rhosgoch, Anglesey to the company's existing refinery at Stanlow, forms part of a project which includes a single-buoy mooring unloading terminal off the Anglesey coast at Amlwch, capable of accommodating the largest tankers, with submarine pipelines to the shore, and a shore pumping station at Amlwch with local pipelines to the oil-storage installation at Rhosgoch. The offshore facilities were sanctioned by the Anglesey Marine Terminal Act 1972, and the onshore facilities were granted planning permission under the Town and Country Planning Acts in May 1972 after a five-week inquiry.

Textile investment in Northern Ireland

THE weaving and ancillary interests of two Northern Ireland linen producers—William Ewart and Wm. Liddell, which was part of the Herdman Group—are being merged into a new company, Ewart Liddell Holdings Ltd., in which the large English textile group Vantona, has a majority holding.

In all four manufacturing units, and about 1,000 employees are involved in the deal which the Minister of State for Northern Ireland, Mr. David Howell has described as a development of importance in maintaining the strength of the Ulster textile industry and planning for its future. The move has initiated the reopening of a works at Ballysillan, Belfast, with an initial employment potential of about 120 rising to 150. The majority of the jobs will be for men.

Lampeter nursery factories allocated

Two remaining 1,500 sq. ft. nursery factory units at Lampeter have been allocated to Art Reflections (Cambridge) Ltd. of Cambridge. Art Reflections was formed last year to manufacture a quality range of bronze sculptured pieces. Export accounts for about 56 per cent of turnover and distributors in Europe, Japan, Australia and the USA have already been established. Occupation of the two nest factories will enable the Company to expand and introduce new lines.

New publications on VAT

Supplies by or through agents

A LEAFLET (Supplement No. 1 to Notice No. 710) now available from HM Customs and Excise, contains additional material to that in Notice No. 710, *Supplies by or through agents*, which explains how Value Added Tax will affect buying and selling agents (including auctioneers).

The leaflet replaces the previous paragraphs 6 and 7 of Notice No. 710. The new paragraphs set out the procedure which enables the agent to act in his own name for VAT purposes, and deal in more detail with the treatment of disbursements.

Notice on secondhand works of art, antiques and scientific collections

HM Customs and Excise have issued a booklet, Notice No. 712, explaining the dealer's margin scheme authorised for the application of VAT to secondhand works of art, antiques and scientific collections.

The scheme is given effect by Statutory Instrument 1972 No. 1971, which received Parliamentary approval on February 1. It provides, subject to specified conditions, for the tax chargeable on the supply (otherwise than by hiring) of certain works of art, antiques and scientific collections by a taxable person to be charged only on the excess, if any, of the price which that person obtains for any item over the price which he gave for it. Notice No. 712 sets out the coverage of the scheme and the details of how it will work.

Copies of both these notices can be obtained from any Customs and Excise VAT office.

NEL Conferences and courses

A THREE-day conference on small computer applications in industry will be held at the National Engineering Laboratory, East Kilbride, Glasgow from March 27 to 29.

One of the most important prospective applications of small computers is in manufacturing processes, where basic principles apply over a wide range of production techniques in widely differing industries. The conference will attempt to identify problems in this area and suggest practical solutions. Among the subjects dealt with will be:

- Machine tool control and workshop scheduling
- Automation of assembly and testing
- Automated storage and materials handling
- Computer-based production methods including applications to control of knitting machines, manufacture of engineering components, and inspection techniques

Where possible, an attempt will be made to quantify the advantages of small computer applications in terms of lower cost, increased productivity and easier maintenance. It is hoped to mount a small supporting exhibition, to which admission will be free.

A one-day course on Group Technology will be held on March 14 at the Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow.

Group Technology is a relatively inexpensive and simple method of improving productivity and profitability by the relocation of machines and processes to minimise transit times and thereby reduce work-in-progress and throughout times.

The course will consist of lectures, discussions and tutorial exercises, covering the various steps necessary to implement Group Technology, and a case study will be presented by a Company which has applied Group Technology with consequent economic benefits. Extensions of Group Technology principles to other areas, such as Design and Drawing Office, and Production Planning and Control, will also be dealt with.

The course is aimed at Production Engineers, but Drawing Office and Planning staff will also find it useful. It will enable participants to assess the feasibility of applying Group Technology to their own organisation.

Further details and registration forms for this course and for the conference from: The Course (or Conference) Organiser, Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU. (Tel: East Kilbride 20222, Ext. 570).

PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

MONDAY, FEBRUARY 19

UNCTAD preferences

Asked when he expected a decision by OECD on whether Greece, Spain and Turkey were to be regarded as developing states for purposes of the UNCTAD generalised preference scheme, Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, said the discussions in OECD were inconclusive. The tariff treatment of these countries' exports to the enlarged EEC was under discussion in the context of the EEC's trading relations with Mediterranean countries.

Textile purchasing

Asked if he would consider placing all major Government contracts for the purchase of textile goods with British companies in the UK, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, said in placing contracts the Government had to take into account both the need to obtain best value for public money and the UK's international obligations. 'However, it is our policy to work closely together with the textile industry in such matters as industrial development and new specifications so that British companies should be well placed to bid competitively for Government business,' he said.

Liquid-fuel production

A Member asked in view of a possible world shortage of crude oil towards the end of the current century, what research was being sponsored into the synthetic production of liquid fuels. Mr. Tom Boardman, Minister for Industry, replying, said research on a limited scale based primarily on the production of special carbon products from coal was being carried on by the National Coal Board. Research and Development work on the conversion of coal into oil was being carried out abroad in certain countries, and the progress of this work was kept under very close review by the scientists of the National Coal Board and the Department.

Uranium extraction from the sea

A Member asked what research work is being carried out by the UKAEA upon the technical and economic feasibility of extracting uranium from those parts of the oceans where the maximum concentration was about 0.3 mg. per cu. m. or more. Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, said the UKAEA studied the extraction of uranium from seawater for some years. Work was taken to the point where it was established that the process was technically feasible, but as it appeared that the costs would not be competitive, with other sources of uranium, the work was terminated. The project would be re-examined if this were justified in the future by a substantial increase in the price of uranium.

Gravel-dredger identification

A Member asked if powers would be sought to require the names or identification numbers of gravel dredgers to be displayed prominently at all times, and lit at night. Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping, said it was already required that every British ship over 15 tons should be marked permanently and conspicuously with her name on her bows and with her name and port of registry on her stern. If the Member had information about vessels not complying with this requirement, the Department would be glad to investigate it.

Steel investment

A Member requested a breakdown of the £900 million on steel investment it was proposed to spend in Wales over the next decade. specifying the estimate for each plant. Mr. Boardman said the estimate of as much as £900 million that might be spent in Wales under the BSC's development strategy covered: (a) projects already in progress or announced, (b) those mentioned in the White Paper (Cmnd 5226), (c) a high level of continuing investment for modernisation and replacement. 'It is impossible to give detailed estimates for each plant,' he said.

Steel redundancies

Mr. Emery, asked to publish a list of the number of employees of the British Steel Corporation likely to be declared redundant in each of the Scottish works as a result of the recently published announcements, said 'No.' The proportion of redundancies deriving from the net reduction in employment of some 6,500 jobs in Scotland under the Corporation's development strategy would depend on the scope for redeployment and retirement at each works and the rate of natural wastage in the interim.

Scottish development

Asked how much help he expected to be allocated to each area in Scotland from the EEC regional development plans, Mr. Grant said both the Regional Development Fund to be set up by the end of this year and the regional funds that already existed should help in dealing with Scottish problems. But it was too early to predict the allocation of these resources.

Manufacturing employment

Mr. Grant, on request, detailed the number of manufacturing establishments with 11 to 24 employees, 25 to 99 employees, 500 to 999 employees, 1,000 to 1,999 employees, and 2,000 or more employees, in Scotland and Great Britain, and Scotland's percentage share in each category.

Manufacturing units employing	Great Britain (1)	Scotland (2)	Column (2) as per cent of column (1)
11-24 employees	23,581	1,817	7.7
25-99 employees	19,566	1,598	8.2
100-499 employees	10,834	922	8.5
500-999 employees	1,654	145	8.8
1,000-1,999 employees	755	73	9.7
2,000 or more employees	422	42	10.0

The number of manufacturing units (that is, separate factories) are those recorded on the Business Statistics Office's Register at November 1972. The figures of employment are those reported in the Census of Production for 1970.

TUESDAY, FEBRUARY 20

Technical standardisation

Sir Geoffrey Howe was asked if the DTI was solely responsible for representing the views and requirements of British industry in respect of international technical standardisation matters to the EEC Commission; whether it was normal practice within the EEC only for member governments to deal with such matters directly with the Commission; and whether the DTI would in future encourage trade associations to make submissions on these matters direct to the Commission. He answered: 'In preparing proposals for harmonising technical requirements under Article 100 of the Treaty of Rome, the Commission has the right to consult whom it wishes. It frequently consults the Trade Associations of the Community as well as the Governments concerned. My Department, and the CBI, have already made it clear that British Trade Associations may make submissions on these matters directly to the Commission. However, the ultimate decision on a harmonisation proposal rests with the Governments of the Member States. It is therefore essential that Trade Associations continue to inform Departments of their views.'

In reply to a question on proposed expenditure by the DTI in co-operation with other national or international bodies with a view to technical standardisation or improvement, Mr. Emery said that the Government had for many years made a grant-in-aid to the British Standards Institution. He continued: 'The maximum provision authorised for the 1972-73 grant-in-aid to the British Standards Institution for the setting of standards is £1,082,000. This Institution is the recognised body in the United Kingdom for the preparation and promulgation of national standards; it also represents the United Kingdom in international standards bodies. Many international organisations to which the Department contributes are involved to some extent with technical standardisation. Those in which the subject represents a significant activity are the following, noting in each case the financial provision for 1972-73:

Inter-Governmental Maritime Consultative Organisation	£193,000
International Bureau of Weights and Measures	42,600
International Organisation for Legal Metrology	3,000

Estimates of the same order of magnitude are contemplated as subventions for future years to the British Standards Institution and these other bodies.

Imports of footwear

In reply to questions about policy on footwear imports from the EEC in the period April 1, 1973 until January 1, 1976, and discussions with British footwear manufacturers in determining the levels of tariff reduction on footwear delivered to EEC countries between the same dates, Sir Geoffrey Howe said: 'The Government's policy on imports of footwear from EEC countries during the transitional period is the same as the policy on imports of other industrial

(continued on next page)

PARLIAMENT
continued

goods from the Community. The tariffs on such goods between the original and the new Member States will be progressively eliminated in accordance with the time-table laid down in the Treaty of Accession, whereby the level of the tariffs at January 1, 1972 will be reduced in five equal stages on April 1, 1973, January 1, 1974, January 1, 1975, January 1, 1976 and July 1, 1977. This time-table was not the subject of discussions with individual industries, but I am sure the British footwear manufacturers will take advantage of the opportunities created by the elimination of tariffs.'

New registrations of motor cars

Mr. Grant was asked how many motor cars were sold in the UK in 1972; what percentage of these were of foreign manufacture; and what percentage of: (a) the total sales and of (b) foreign car sales was attained by Japanese-built cars. He replied that total new registrations of motor cars in the United Kingdom in 1972 totalled 1.64 million, of which 23.5 per cent were of foreign manufacture. Japanese cars accounted for 3 per cent of total new registrations or 13 per cent of new registrations of foreign manufacture.

Export of scrap steel

Mr. Emery, asked when the ban on the export of certain types of scrap steel would be lifted, thereby bringing British industry in line with the rest of the European Economic Community, said: 'Article 43 of the Treaty of Accession provided the United Kingdom with a two years' transitional period, during which restrictions may be retained on exports of ferrous scrap to the other member states. I have asked both sides of the industry to work out a programme allowing for a sensible transition to the position of freeing exports to Europe, within the two year period.'

Gas explosions

In reply to a question, Mr. Emery said that provisional figures from the British Gas Corporation indicated that during 1972 there were 74 gas explosions causing fatalities, serious injuries, or serious damage, as a result of which eight people died.

WEDNESDAY, FEBRUARY 21

Lost radioactive isotope

Mr. Onslow, answering a question, addressed to the Secretary of State for the Environment, about risk from an object lost at sea and said to be drifting off the East Anglian coast, stated: 'I understand that a radioactive isotope probe was lost overboard on December 6, 1972 from an oil rig some 55 kilometres North-West of Vlieland off the Dutch coast, 53° 29′ N, 04° 15′ E. The isotope is well shielded and securely packed in a strong transport container, a yellow-coloured, cylindrical, metal canister measuring about 40 by 50 centimetres, which is safe to handle provided it is recovered intact and is not tampered with.

'The Dutch authorities are trying to retrieve the canister and the indications are that it is probably on the sea-bed close to the point where it was lost. Warnings are being broadcast to shipping generally from Humber Radio. The Department's Radiological Advisor is maintaining contact with the Dutch authorities to determine whether any other measures might need to be taken.'

Ergonomic research

Replying to a question on expenditure, Mr. Onslow said: 'My Department has not spent any money on ergonomic research into office furniture since 1970 and has no immediate plans to do so. The Furniture Industry Research Association, which is grant-aided by my Department, is however currently engaged on a programme of ergonomic research into furniture dimensions for schools and further education for the Department of Education and Science.'

North Sea oil wells

Asked what control the Government exercises over the rate of production of individual oil wells in the Scottish sector of the North Sea, Mr. Emery replied that production of oil had not yet started. But the terms of the licence required the licensee to carry out all operations in accordance with good oilfield practice and to comply with any instructions which might be issued for this purpose.

Scrap metal export

Mr. Emery, asked what reply he had sent to the letter written to him on January 19 by the British Secondary Metals Association concerning the export of stainless steel and nickel alloy scrap, answered: 'I replied on February 13 confirming that in accordance with the Treaty of Accession and having regard to the current supply situation, the Government had decided to retain some ferrous scrap export restrictions for the time being. Detailed advice was given of the circumstances in which exports of certain types of alloy steel scrap would be allowed.'

British Steel Corporation

Answering questions concerning the British Steel Corporation, Mr. Boardman stated: 'The Corporation assure me that in moving to the ECSC pricing system it is their intention so far as market conditions allow to give effect to Lord Hirshfield's recommendations on the margins between prices for billets and certain billet-derived products. The information is not available to my department on which to assess the effects on the complainants of not implementing the recommendations of the Report.'

Gas industry

Asked by how much the manual workforce in the gas industry had been reduced since nationalisation, since 1960, and since 1967, respectively, Mr. Emery told a Member that the manual workforce as recorded in the Annual Report of the Gas Council was 108,515 at March 31, 1950. The numbers recorded (on a slightly different definition) at March 31 in 1960, 1967 and 1972 were 87,652, 72,836 and 50,144 respectively.

On productivity and price increases in the industry, Mr. Emery stated that because there were various ways of measuring and interpreting changes in output per man and in prices in the gas and other fuel and power industries, it would be misleading to quote out of context any one set of comparative figures for the past five or 10 years.

Mr. Boardman said he understood from the British Gas Corporation that their present estimate was that approximately 1,800 manual workers were likely to become redundant between now and March 31, 1974.

Continental Shelf minerals

Mr. Grant was asked to define the nature and limit of UK control over the minerals lying beneath the Continental Shelf up to the UK median line.

He replied: 'United Kingdom jurisdiction over the sea bed and natural resources of the Continental Shelf is designated under Section 1(7) of the Continental Shelf Act 1964. The right to exploit minerals within the designated areas is vested in the Crown or, in the case of coal, the National Coal Board.

'Development of petroleum and natural gas resources is licensed by my Department in accordance with the Petroleum (Production) Act 1934, as extended by the Continental Shelf Act 1964, and regulations made under it. Development of other minerals (except coal) is subject to licences issued by the Crown Estate Commissioners. Before issuing a licence the Commissioners consult those Government Departments whose responsibilities extend to the Continental Shelf.'

International technical standardisation

A Member wanted to know what steps were being taken by the DTI to ensure that it was informed about the merits of proposals for international technical standardisation that are canvassed by the EEC Commission; and what consultations take place with industry about effects on British firms of such proposals. Sir Geoffrey Howe answered: 'My Department consults the Departments responsible for relevant legislation in this country, and, both by correspondence and at meetings, all parties known to be interested in proposals canvassed by the EEC Commission for the harmonisation of technical requirements. In particular the Government has actively sought industry's views on such proposals.'

EEC draft Regulations

Sir Geoffrey Howe replied to a question as to whether, in view of the fact that EEC Regulation 67/67 of March 22, 1967 lapsed on December 31, 1972, it is the practice of the DTI to advise United Kingdom companies to notify the EEC Commission of all exclusive dealing agreements which might contravene Article 85(1) of the Treaty of Rome.

Sir Geoffrey stated: 'The Commission has issued Regulation 2591 of 1972, which extends the block exemption under Regulation 67 of 1967 until December 31, 1982. There is therefore no need for British companies to notify to the Commission exclusive dealing agreements in the categories exempted. Companies which seek advice from my Department are so informed.'

THURSDAY, FEBRUARY 22

UK subsidiaries of foreign companies

Asked for estimates of assets and staff of foreign-controlled corporations in Britain, Sir Geoffrey Howe answered: 'The following are aggregates of figures given in the latest accounts of United Kingdom subsidiaries of major overseas oil companies relating to 1970 or 1971:

	Number of overseas companies	Book value of net assets* £m	Average number employed
US	10	749	22,000
Other	2	45	2,000
Total	12	794	24,000

* Including some assets owned by the United Kingdom subsidiaries in third countries.

For other companies, the latest figures for the book values of the net assets of United Kingdom branches subsidiaries and associates of overseas companies, relating to the end of 1968 and classified according to the main activity carried on in the United Kingdom, were published in the *Board of Trade Journal* of September 23, 1970 (page 649). Corresponding employment figures are not available.

East German exports

A Member wanted to know what special arrangements exist whereby West Germany can treat exports from East Germany as internal trade; what effect this has on trade within the Common Market and in particular on East German imports from non-EEC countries which make their way into the Common Market: and if he will make a statement. Sir Geoffrey Howe replied: 'A Protocol to the Treaty of Rome provided for inter-zonal trade between East and West Germany to be regarded as internal German trade but that each Member State could take appropriate measures to prevent difficulties arising from this arrangement. This Protocol is still in force. Imports of goods from the GDR into other Community countries, including the United Kingdom, are however not exempted from the Common External Tariff, nor do these arrangements apply to imports into the Federal Republic from other non-member countries.

'So far as concerns the second part of the question, there is no formal machinery to control the re-export of goods entering the Federal Republic of Germany from East Germany but there are very heavy tax disincentive measures and I understand that this has not proved a serious problem up to date.'

Government factories in Scotland

Mr. Grant told a questioner that a total of 1,024 Government factories were built in Scotland over the years since the 1930s. The number of completions in each year over this period was not available.

He added: 'Eight factories now empty have been the subject recently of 16 abortive applications. Four of them are the subject of current applications, viz: Clydebank, No. 2; Coatbridge, No. 2; Girvan, No. 2; Greenock.'

Regional office development incentives

A statement was requested on what action is to be taken to provide for incentives to encourage office development away from the South-East of England and what proposals exist for increasing office development in the North-West Region.

Mr. Grant stated: 'Selective assistance under the Industry Act can be provided for those mobile service projects which will make a significant contribution to the employment needs of the assisted areas. In addition we are considering ways in which the incentives to encourage private office employment away from the South-East into the assisted areas can be improved.'

Interdepartmental task forces

On the establishment of interdepartmental task forces, Mr. Grant said: 'Five task forces have been set up. Three have been appointed by the Secretary of State for Wales, for Cardiff, Ebbw Vale and Shotton; and two others, for Hartlepool and the Workington area, have been appointed by the Secretary of State for Trade and Industry. The remit of the task forces is to assess the implications of a particular closure or closures for the area concerned and to make recommendations for strengthening the local economy and in particular for the provision of the new jobs that are needed. Further task forces will be appointed where the circumstances of an area justify them.'

Sea search and rescue

To a Member who inquired about co-ordination of provision of assistance to mariners and others in distress on the seas around Great Britain, Mr. Onslow replied: 'The Search and Rescue Committee on which the Ministry of Defence, the Post Office, the Royal National Life-Boat Institution and Trinity House as well as this Department are represented, is responsible for keeping under review the functioning of the search and rescue organisation and for considering changes in equipment, deployment and organisation in any part of it.

'HM Coastguard, which is part of this Department, is responsible for co-ordinating operations around the coasts of the United Kingdom, calling upon the services of the other bodies mentioned as necessary.

'Further details of these arrangements are given in the 1970 Report of the Committee to Review the Marine Search and Rescue Organisation of the United Kingdom, a copy of which is in the Library.'

Air charter to China

A Member asked whether satisfactory arrangements had been made with the authorities of the People's Republic of China for the British aircraft chartered to take visitors to the Industrial Exhibition in Peking in March.

Said Mr. Onslow: 'The authorities of the People's Republic of China have given permission to British Overseas Air Charter Ltd. to operate a number of charter flights between London/Hong Kong and Peking in connection with the British Industrial Technology Exhibition. Discussions on the routings of these flights are in progress.'

Rolls-Royce (1971) Ltd.

A Member wanted to know whether the statement of the Under-Secretary of State for Trade and Industry in the Official Report, Volume 850, for February 13, 1973, column 1247/8, as to the liability of the Government in the event of a liquidation of Rolls-Royce (1971) Ltd. represented a specific commitment, in relation to any debts, of a kind referred to by the then Chief Secretary to the Treasury in Official Report, Volume 832, March 7, 1972, column 282-3 (Written); and whether this commitment had been previously given.

Mr. Onslow replied: 'The present interim capital structure of Rolls-Royce (1971) Ltd. does not reflect fully the nature and extent of the company's business, but an appropriate capital structure cannot be determined until the price for the aero engine assets bought from the Receiver of Rolls-Royce Ltd. is known. This present interim situation, in which the company is trading normally but without an appropriate capital structure, means, as I made plain in the House on February 13, that the Government will ensure that the debts of the company are met in the extremely unlikely event of a liquidation.

'When the company is given an appropriate capital structure, the Government will review the extent, if any, to which this specific commitment will continue, and they will, of course, ensure that any change in their position is made clear.'

Air crash inquiries

Mr. Michael Heseltine, Minister for Aerospace and Shipping, answering a question on representations he had received from the Master of the Guild of Air Pilots following the investigation into the circumstances of the crash of Papa India and alleging that matters irrelevant to the inquiry were discussed, stated: 'The Master has made representations, which I am considering, on a number of aspects of the Papa India inquiry and the present public inquiry system generally, including the suggestion that this type of inquiry should be abandoned. He made no reference to the relevance of subjects raised during the hearings.

'I think we can rest content that the learned Commissioner was satisfied with the relevance of the matters he permitted to be discussed before him. I have told the Master that I consider there will be occasions in the future when, in the public interest, it will be appropriate for there to be a public inquiry. It is as yet too early to decide whether, in the light of the recent inquiry, any changes to the accident investigation regulations will be required.'

Sea gas, oil royalties

Mr. Boardman was asked to list, on an annual basis, the amounts paid by companies in the form of licence fees, royalties and taxation in respect of their operation in the British sector of the Continental Shelf.

He replied: 'Provisional estimates are that during the first six months of 1972/73 the receipts from licence fees and royalties will amount to about £10 million.

'Fuller particulars and those for earlier years are contained in Table 5 of the Report to Parliament on North Sea Oil and Gas of

(*continued on next page*)

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

Price 63p (*by post* 72½p). Annual Subscription £8.60 including postage, and a copy of the Definitions of items and units employed in the Digest.

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

PARLIAMENT
continued

January 1973, copies of which are available in the Vote Office. I am informed that profits from production have been covered by various reliefs including allowances for exploration expenditure and capital expenditure on production facilities and that no taxation payments have been made by companies in relation to gas or oil production in the British Sector of the Continental Shelf.'

FRIDAY, FEBRUARY 23

Oil and gas in the Irish Sea

A Member asked how many licences had been granted for the exploration of oil and gas in the Irish Sea; by whom the licences were held; and what consideration was being given to the relevance of this exploration to regional policies in the North-West Region. Mr. Emery replied that eight exclusive production licences (which permit exploration as well) covering areas in the Irish Sea off the coast of the North-West Region had been granted to:

Name	
Amoco (UK) Petroleum Limited	(1 licence)
Celtic Basin Oil Exploration Limited Cluff & Company Limited Petromin Consultants Limited	(1)
Eason Oil Company Limited Gulf Oil (Great Britain) Limited	(2)
National Coal Board (Exploration) Limited	(2)
Hydrocarbons Great Britain Limited	(2)

The Department has been publicising the opportunities for industry which already exist as a result of offshore oil and gas activities, and a number of firms in the North West are entering this field,' he added.

Desalination

In reply to a question on progress made in setting up a European collaborative programme on desalination research and development, Mr. Onslow said that the UKAEA and UK industry had agreed to participate in a project under the COST (Cooperation European de la domaine de la recherche scientifique et technique) Group for improvement of materials for desalination plants. This project, in which other European countries were participating, would continue for three years.

Answering further questions on research and development on the production of fresh water from seawater, Mr. Onslow said that expenditure in 1972/73 on R & D of all kinds on the desalination of sea water (ie excluding work eg on reverse osmosis for water renovation) was estimated to be as follows:

United Kingdom	£0.3 million
United States	£7 million
Germany	£2.2 million
Japan	£1 million

On desalination programmes already approved the UKAEA would be spending about £100,000 in 1973/74. In addition the Authority was maintaining a small central R & D capability which would meet the recommendation in paragraph 103 of the Water Resources Board report. Asked if export benefit arguments were given full consideration in deciding the level of Government support to research and development projects in British industry, Mr. Onslow said: 'In appraising such projects the Government take due account of the likely effects on exports and on import saving along with other factors.'

Price increases

Sir Geoffrey Howe was asked to publish a detailed list of price increases that had taken place since the introduction of the Government's wages and prices freeze, as known in his department and where permission had been sought and granted for such increases, and the amounts in each case. Sir Geoffrey Howe replied: 'The list which follows sets out the substance of agreements which I have reached up to February 16 with trade associations in five sectors of manufacturing industry authorising certain limited price increases which have been made necessary because of increases in the cost of imported raw materials. In all such cases I have insisted that the industries concerned should absorb a significant proportion of such increased cost and have required them to absorb all other cost increases. The list also gives details of arrangements for limited price increases reached with three service industries. I have also given consent to certain price increases by 56 firms, 39 of them firms with an annual turnover of less than £10,000 a year.'

Trade Association	Minimum degree of absorption of price increases since November 6, 1972 (unless otherwise stated)
LIGHT METALS	
Light Metal Founders Association	20% of increased secondary aluminium ingots cost
Zinc Alloy Die Casters Association	55% of increased zinc alloy cost which took place on November 30, 1972
Association of Bronze and Brass Founders	
National Brass Foundry Association	15% of increased copper alloy ingots cost up to January 25, 1973
Copper Cylinder & Boiler Manufacturers	20% of increased copper metal content cost up to February 13, 1973
Johnson, Matthey & Co.	10% of increased palladium cost up to November 23, 1972
Englehard Industries	
British Joint Association of Goldsmiths, Silversmiths, Horological & Kindred Trades	58% of increased silver cost, between September 1, 1972 and February 12, 1973
Association of British Pewter Craftsmen	51% of increased raw materials cost, between January 3, 1972 and January 22, 1973
FATTY ACIDS	
Association of Fatty Acid Distillers	25% of increased tallow cost up to February 19, 1973
Soap & Detergent Industry Association	
Association of Fatty Acid Distillers	10% of increased cost of castor oil and fish acid oil up to February 7, 1973
TEXTILES AND CARPETS	
Federation of British Carpet Manufacturers	50% of increased raw wool cost up to December 22, 1972
Tufted Carpet Manufacturers Association	30% of increased raw wool cost up to December 22, 1972
Needleloom Felt Manufacturers Association	50% of increased raw materials cost between September 14 and end December, 1972
Pressed Felt Manufacturers Association	30% of increased raw materials cost between last established price and November 6, 1972
Wool Textile Industry Associations	Topmakers, spinners of worsted yarn and hand-knit yarns, 5% of raw wool increased cost up to January 26, 1973 Weavers, 10% of raw wool increased cost up to February 16, 1973
Knitting Industries Federation Scottish Knitwear Council	10% of increased raw materials cost between last established price and November 6, 1972
British Textile Employers Association	Spinners, 40%-100% of increased raw cotton cost, where cotton has increased by 10% Doublers, 40% of any increased raw cotton cost passed on to them Weavers, 50% of increased yarn prices resulting from increased raw cotton cost
Central Council of the Linen Industry Flax Spinners & Manufacturers Association of Great Britain	50% of increased flax tow and line costs, since last established price
Belfast Ropes British Ropes Hawkins & Tipson	58% of increased sisal cost for sisal packing twines and ropes and 52% for sisal agricultural twine between last established price and February 7, 1973
PAPER AND TIMBER	
British Paper & Board Makers Federation	30%-70% depending on imported fibre content, of increased raw material cost between January 1, 1972 and January 15, 1973
Reed Paper & Board (UK) Ltd.	Between 59% and 72% of increased raw material cost since January 1, 1972
The Bowater Corporation Ltd. C. Townsend Hook & Co. Ltd. Peter Dixon & Son (Holdings) Ltd.	Price increase effective from March 1, 1973
British Federation of Master Printers	Between 25% and 50% of increased paper cost
British Gummed Products Manufacturers Association	50% of increased cost of gummed paper and tapes between November 1, 1972 and January 29, 1973
British Carton Association	50% of increased raw material cost between June 23, 1972 and January 29, 1973
British Paper Bag Federation	30% of increased raw material cost for kraft between November 1, 1972 and for greaseproof, between January 1, 1973 and January 29, 1973
Flexible Packaging Association	30% of increased raw material cost, for waterproof paper only, between August 1972 and January 22, 1973
Timber Packaging & Pallet Confederation	30% of increased raw material cost between August 1, 1972 and January 22, 1973
Truck & Ladder Manufacturers Association	50% of increased timber cost between February 1, 1972 and February 14, 1973
Chair Frame Manufacturers Association	50% of increased timber cost up to February 20, 1973
Paper Sack Development Association Ltd.	30% of increased raw material cost between September 1, 1972 for fixed price contracts, January 1, 1973 for general sales, and February 1, 1973
British Furniture Manufacturers' Federated Associations	Average of 70% in increased raw material cost between September 1 and December 31, 1972 (for cabinet furniture only)
British Brush Manufacturers Association	25% of increased natural raw materials cost between last established price and November 6, 1972
LEATHER AND FOOTWEAR	
British Leather Federation	20% of increased cost of hides and skins up to January 26, 1973
British Leathergoods Manufacturers Association	20% of increased leather cost between last established price and November 6, 1972
British Footwear Federation	
National Association of Glove Manufacturers	Dress gloves 20% and industrial gloves 22½% of increased leather costs between last established price and November 6, 1972
SERVICES	
Laundries	Price increases from January 1, 1973 to recover Wages Council Award of mid-November, limited to 3% on total receipts
Incorporated Guild of Hairdressers, Wigmakers and Perfumers National Hairdressers Federation	Price increases to recover not more than 50% of the wage costs directly resulting from the Wages Council award which took effect from January 1, 1973
Association of British Travel Agents	Imposition of a surcharge on package holidays abroad or increase in an existing surcharge to cover changes in costs since November 6, 1972 directly resulting from exchange rate fluctuations or cost increases overseas beyond the operator's control

GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

Ships for Sale

Offers are invited for the purchase of the undermentioned vessels 'as lying' at HM Dockyard, Chatham.

'W 57', 'W 58' and 'W 60' Dumb Hopper Barges. Steel, G.T. 120. N.T. 46. Date built is not known. Length 80 ft. Breadth 21 ft. Depth (mld) 9 ft 6 in. Light displacement 100 tons.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060, ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43, at the above address in envelopes clearly marked 'Offer to Purchase "Hopper Barges" ' and must be received not later than *noon* on March 22, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessels and their present condition.

Offers are invited for the purchase of the undermentioned tug 'as lying' at HM Dockyard, Plymouth.

'CAPABLE' Steel, built 1946. GT 831. NT 182. Length (BP) 165 ft. Breadth (mld) 35 ft. Depth (mld) 18 ft. 6 in. Light Displacement 890 tons. Engine: Hall Russell & Co. Ltd., twin screw, oil fired, steam reciprocating, triple expansion, IHP 3,000.

Copies of form of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 ext: 28.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "Capable" ' and must be received not later than *noon* on March 29, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

MINISTRY OF DEFENCE

Ship for sale

Tenders are invited for RFA *Gold Ranger*, a small fleet tanker lying at Singapore. Closing date for the receipt of tenders is April 5, 1973 and viewing is March 14 and 15. Applications for further particulars should be made to the Director of Contracts (Ships), DC11(1), Ministry of Defence, Ensleigh, Bath BA1 5AD (Tel: Bath 6933 ext. 4746).

March 7/8, 1973 Miscellaneous Vehicles and Plant

Location: Ordnance Storage and Disposal Depot, RAOC, Ruddington

Auctioneers: Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel: 0602 54272)

A large quantity of saloon cars, estates; limousines; plant; heavy duty trucks; light vans; cranes; tippers; refuellers; coaches; ambulances; breakdown and dropside trucks; fork lift trucks; motor cycles; large quantity of Landrovers; utility vans; and pick up trucks.

March 14, 1973 Miscellaneous Stores

Location: The County Hall, Botchergate, Carlisle

Auctioneers: Harrison & Hetherington Limited (Dept. L), Botchergate, Carlisle CA1 1SE (Tel: 0228-26292/3/4)

A quantity of vehicles, including: Morris Mini and Minor 1000 saloons; Ford saloons; and estates; Austin Mini vans; Landrovers; ambulances; Ford Custom van; Ford Transit mini bus; Bedford 4 ton truck; and Austin 2 ton truck; folding and grinding machine, and various hand tools; electrical equipment including: oscilloscopes; oscillators; amplifiers; plugs; sockets; electronic valves; cable; teleprinter spares; power units; epidioscopes; fan blowers; transformers; signal generators; modulators; resistors; diesel electric generators AC/DC skid mounted 120/208 volts. Miscellaneous items including: clothing, overalls; rubber knee boots; ground sheets; furniture; paint and paint remover; various wooden boxes; webbing; scrap tyres; sewing machines; mirrors; steel safes; wooden pallets; stirrup pumps; floodlight projectors; aircraft nose jacks MK 3; mast mounted trailers 14 ft. etc.

March 21/22, 1973 Miscellaneous Stores

Location: The Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow G31 1AW (Tel: 041-554-2447/9)

Miscellaneous stores including: textiles; footwear; canvas sheeting and tentage. Arctic and foulweather clothing; greatcoats; industrial, electrical, electronic plant and equipment; ferrous and non-ferrous scrap metal, aircraft tyres and spares and equipment; paints, and oils; stacking chairs; photographic equipment, batteries; electrical telephone and wireless equipment; ball and roller bearings; carpets, rugs; solid fuel; stop watches; binoculars; telescopes; electric lanterns; DC electric motors and generators; fire pumps; marine diesel engine; fork lift trucks; mobile cranes, Leyland 2,500 gallon refueller and a rotary snow plough.

March 27, 1973 Miscellaneous Stores

Location: Central Ordnance Depot, RAOC, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon (Tel: 08692-2073)

Miscellaneous stores including: textiles, clothing; furniture; miscellaneous kitchen equipment; a large quantity of trouser liners; vehicle washing plant; Coventry Climax fire pumps; machine tools; hand tools; tool kits; charging sets: stirrup pumps; fork lift trucks; electrical spares and instruments; watches; telephone sets, switchboards; scrap ferrous and non-ferrous metal etc.

Catalogues of the above sales obtainable from relevant auctioneers two weeks prior to and up to date of sale, price 10p (postal order only)

Sale by tender Machine Tools

Autos; Horizontal and Vertical Borers. Drills; Surface and Universal Grinders; Capstan Turret and Centre Lathes; Horizontal, Vertical and Universal Millers—Engraving machine; Hydraulic and Power Presses; Saws; Slotting machine; Sheet metal working machines etc. Location: Branston, Staffs.

Permission to view on presentation of tender form only, available from: Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Tender must be returned by 10 a.m., March 14, 1973.

DEPARTMENT OF THE ENVIRONMENT

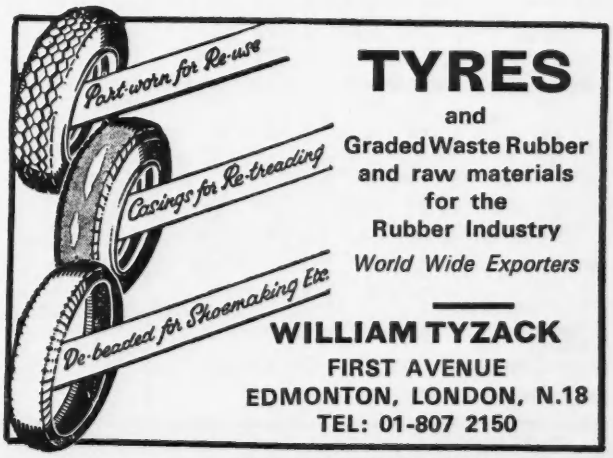
March 6, 1973

Location: Department of the Environment, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (Tel: 01-903 2508)

Auctioneers: Messrs Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET. (Tel: 01-248 7954)

Office and miscellaneous furniture; engineering, electrical, canteen, domestic and other equipment etc.

Catalogue: direct from auctioneer, price 10p each.



The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	140	150	342	232	26	27	444	−143	587
1970	121	116	142	150	168	265	214	42	13	681	12	669
1971	123	119	141	140	165	24	−153	−4	36	1,042	318	743
1972											−624	
1970 4th qtr	123	118	144	157	174	81	72	23	15	228	60	168
1971 1st qtr	121	116	140	144	156	89	41	−1	−44	124	−62	191
2nd qtr	122	119	141	137	168	−67	−114	11	38	297	118	184
3rd qtr	123	120	141	142	168	−34	−59	−9	6	361	181	184
4th qtr	124	122	142	135	167	36	−21	−6	36	260	81	184
1972 1st qtr	121	123	145	136	167	−149	−110	−6	−29	38	−121	163
2nd qtr	126	126	144	122	185	−105	−142	−5	31	84	−50	159
3rd qtr	126	128	141	120	175	−86	−109	3	−24	−106	−281	174
4th qtr											−232	
% change latest 2 quarters: on prev. 2 quarters	+2.3	+3.6	−0.6	−10.5	+4.1							
on a year earlier	+2.3	+6.1	+0.9	−13.0	+5.6							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
			at 1966 prices	monthly averages									at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	71.1	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	78.2	568	2.5	186	184	181
1971	124.9	126.7	103.8	108.5	153.4	9.4	132.6	137.7	88.5	737	3.2	129	205	194
1972			110.0	138.6	164.3	7.1			100.9	816	3.6	145	213	225
1970 4th qtr	125.0	128.8	103.6	93	144.0	7.7	127.3	131.4	81.7	582	2.5	176	199	190
1971 1st qtr	124.3	126.4	101.8	91	147.9	8.6	129.7	134.4	85.5	634	2.8	150	186	188
2nd qtr	125.1	127.0	103.2	95	153.2	9.8	133.1	137.2	87.1	709	3.1	128	212	197
3rd qtr	125.6	127.1	104.4	116	155.3	10.1	134.1	139.2	89.4	772	3.4	119	214	193
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	92.1	832	3.7	118	210	199
1972 1st qtr	122.3	125.4	106.3	121	159.7	8.0	135.0	141.6	95.7	870	3.8	124	204	211
2nd qtr	128.9	129.5	108.5	143	162.7	6.2	136.1	143.4	97.7	835	3.7	135	216	216
3rd qtr	130.0	132.1	111.8	141	165.4	6.5	139.4	146.0	102.2	809	3.6	146	192	215
4th qtr	133.3	135.0	113.7	149	169.4	7.7	148.2 p	148.9 p	107.8	754	3.3	176	241	258
May	129.6	129.9	108.0	150	162.6	6.1	136.2	143.4	98.1	833	3.7	135	208	214
Jun	129.3	129.4	109.5	153	163.7	6.1	136.1	144.1	99.6	805	3.5	139	227	217
Jul	129.8	132.3	112.5	127	164.2	5.8	137.3	144.9	100.0	807	3.5	141	209	197
Aug	129.3	131.8	111.9	156	165.5	6.6	139.6	146.0	103.5	808	3.6	147	137	182
Sep	130.8	132.3	111.0	139	166.4	7.0	141.2	147.0	106.8	812	3.6	150	230	264
Oct	132.6	133.9	112.4	149	168.7	7.9	144.8	148.2	107.6	779	3.4	163	251	261
Nov	133.4	135.2	113.0	157	169.3	7.6	147.4 p	149.1 p	108.2	756	3.3	177	238	261
Dec	133.9	135.9	115.2	142	170.2	7.7	152.3 p	149.4 p	108.4	727	3.2	188	235	253
1973 Jan				154 p	171.3	7.7			108.4 p	703	3.1	201	247 p	264 p
Feb										660 p	2.9 p	238		
% change latest 3 months: on prev. 3 months	+2.5	+2.2	+1.7	+1.7	+2.0		+6.3	+2.0	+2.2	−10.6		+26.7	+16.4	+9.9
on a year earlier	+7.0	+6.8	+7.4	+12.6	+7.7		+10.9	+6.4	+14.6	−19.0		+72.5	+16.1	+29.8

(‡) Not seasonally adjusted (§) On a balance of payments basis.

Release dates of economic statistics to be published in March

THIS notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in March. The dates are those which Departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further enquiries about individual series should be addressed to the source named.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

Publication date	Series	Method and time of release*	Source
March			
1 Thurs.	Car and commercial vehicle production (Jan.-final)	PN	DTI
2 Fri.	UK official reserves (Feb.)	PN	Treasury
	Capital issues and redemptions (Feb.)	PN	Bank of England
5 Mon.	Hire purchase and other instalment credit business (Jan.)	PN	DTI
	Retail trade (Jan.)	PN	DTI
	Capital expenditure by the manufacturing distributive and service industries (4th qtr.-prov.)	PN	DTI
	Manufacturers' and distributors' stocks (4th qtr.-prov.)		
6 Tues.	Weekly fuel statement	PN	DTI
	UK balance of payments (4th qtr.)	PN	CSO/Treasury
8 Thurs.	Sales and orders in the engineering industries (Nov.)	T & I	DTI
	Consolidated Fund and National Loans Fund (Feb.)	London Gazette	Treasury
9 Fri.	Construction-output (4th qtr.)	PN	D of Environment
12 Mon.	UK banking statistics (4th qtr.)	Bulletin	Bank of England
	Money stock (4th qtr.)		
	Turnover of the catering trades (Jan.)	PN	DTI
	Wholesale price index numbers (Feb.)	PN	DTI
13 Tues.	UK overseas trade (Feb.)	PN (B)	DTI
	Car and commercial vehicle production (Feb.-prov.)	PN (B)	DTI
	Weekly fuel statement	PN (B)	DTI
14 Wed.	UK banks' eligible liabilities, reserve assets and reserve ratios (mid Feb.)	PN	Bank of England
	London clearing banks monthly statement (mid Feb.)	PN	CLCB
	Numbers of foreign visitors to Britain	PN	DTI
15 Thurs.	Annual report of the National Food Survey Committee on household food consumption and expenditure 1970 and 1971 (with a review of the five years 1966 to 1970)	Report and PN (A)	MAFF
16 Fri.	Index of industrial production (Jan.)	PN	CSO
	Crude steel production (Feb.)	PN	BSC/BISPA
	Finished steel receipts, consumption and stock changes (4th qtr.-final)	PN	DTI
	Building Societies' receipts and loans (Feb.)	PN	BSA
18 Sun.	National Savings monthly progress report (Feb.)	PN	Nat. Savings Committee
20 Tues.	Weekly fuel statement	PN	DTI
21 Wed.	Basic rates of wages and normal weekly hours (end Feb.)	PN	D of Employment
	Monthly index of average earnings (Jan.)		
22 Thurs.	Unemployment (March-prov.)	PN	D of Employment
	Unfilled vacancies (March-prov.)		
	New vehicle registrations (Feb.)	PN	D of Environment
23 Fri.	Retail prices index (Feb.)	PN	D of Employment
	Quarterly analysis of bank advances (mid Feb.)	PN	Bank of England
26 Mon.	UK banks' assets and liabilities and the money stock (mid Feb.)	PN	Bank of England
27 Tues.	Electricity generation (Feb.)	PN	DTI
	Weekly fuel statement	PN	DTI
28 Wed.	National Food Survey report on household food consumption and expenditure (4th qtr.)	PN (B)	MAFF
29 Thurs.	Housing starts and completions (Feb.)	PN	D of Environment
	Improvement grants (Feb.)		
	Construction-new orders (Jan.)	PN	D of Environment
	Sales and orders in the engineering industries (Dec.)	T & I	DTI
	Unemployment (Feb.-final)	Gazette	D of Employment
	Employment in production industries (Jan.)		
	Overtime and short-time working in production industries (Jan.)		
	Stoppages of work due to industrial disputes (Feb.)		
	Car and commercial vehicle production (Feb.-final)	PN	DTI
	Borrowing by local authorities (4th qtr.)	PN	CSO
30 Fri.	Bricks and cement production (Feb.)	PN	D of Environment

* PN = Press notice.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, February 23, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Bubbles In the Snow	BR/E 36644/25/2/78	11	February 20	S.F. Film Distributors Ltd.	S.F. Film Distributors Ltd.
Movietone News 2281	BR/E 36554/25/2/78	7	February 23	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2281A	BR/E 36555/25/2/78	7	February 23	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Most Girls Will	EC 36645/25/2/78	68	February 20	New Realm Distributors Ltd.	TV13 Fernseh and Filmgesellschaft GmbH. Munich
Don't Get Your Knickers In A Twist	EC 36646/25/2/78	75	February 20	New Realm Distributors Ltd.	Lisa Film GmbH. Munich
			FOREIGN		
The Legendary Champions	F 36640	102	February 19	LMG Film Distributors Ltd.	Turn of The Century Fights Inc.
The World's Heavyweight Championship Fight (Sonny Liston vs Cassius Clay)	F 36641	19	February 19	LMG Film Distributors Ltd.	Turn of The Century Fights Inc.
Countess Cosel	F 36642	125	February 20	Pan European Films Ltd.	Film Polski (Iluzjon Film Unit) Warsaw
Last of the Red Hot Lovers	F 36643	93	February 20	Cinema International Corporation (UK)	Paramount Pictures Corporation
Snowball Express	F 36647	93	February 21	Walt Disney Productions Ltd.	Walt Disney Productions
Man of La Mancha	F 36648	132	February 22	United Artists Corporation Ltd.	Produzioni Europee Associate Rome
The Female Bunch	F 36649	74	February 22	Grand National Film Distributors Ltd.	Dalia Productions Inc.
Sex Life in a Convent	F 36650	73	February 22	Grand National Film Distributors Ltd.	C.T.A. Exportgesellschaft GmbH. Munich

Correction to the Register:
The name of the maker of the film 'Gold' (F 36583) registered on January 15, 1973 has been corrected to Dome Corporation, New York, Caroline International Distributors, London and Vagabond Film Establishment, Liechtenstein.
Amendments to the Register:
The registration number of the film 'Danish Blue' registered on August 3, 1971 has been amended to EC 35641/7/8/76 and the name of maker corrected to Axel Film.
The registration number of the film 'Love Under Seventeen' registered on October 31, 1972 has been amended to EC 36452/5/11/77.

Sales in the carpet industry in December 1972

THE daily rate of carpet manufacturers' sales by value in December was provisionally estimated to have been 13 per cent more than in December 1971, assuming 21 working days in both months.

In the fourth quarter of 1972 the daily rate of manufacturers' sales was provisionally estimated to have been 15 per cent more than in the fourth quarter of 1971 assuming 65 working days in the fourth quarter of 1972 and 64 working days in the fourth quarter of 1971.

The index numbers below, which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors.

The Wholesale Price Index for carpets is shown as a guide to the movement in prices.

	Index of Manufacturers' Sales of Carpets	Wholesale Price Index
Average for year ended December 1963	100	100
1969—Year ended December	154	114.4
1970—Year ended December	167	119.3
1971—Year ended December	180	125.3
1972—Year ended December	205	134.3*
1971—Quarter ended September	168	126.2
Quarter ended December	217	126.7
1972—Quarter ended September	199	135.2
Quarter ended December	250	143.1*
1971—September	205	126.4
October	212	126.6
November	227	126.7
December	212	126.7
1972—July	182	132.2
August	184	135.7
September	231	137.7
October	245	137.9
November	267	145.5
December	239	145.7*

* Provisional.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

Production series

Monthly at £1 a year post free:

Rubber for October

Foam backing, foam laminating and fabric to fabric bonding for December.

Quarterly at 37½p a year post free:

Refrigerating machinery and space heating, ventilating and air-conditioning equipment for first, second and third quarters

Metal furniture for third quarter

Weatherproof outerwear for third quarter.

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

New companies registered

BELOW are details of new companies registered in Great Britain during January 1973 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	3,620	—	3,620
Over £100 but under £1,000	102	—	102
£1,000 but under £10,000	755	—	755
£10,000 but under £50,000	157	—	157
£50,000 but under £100,000	16	—	16
£100,000 but under £1,000,000	16	—	16
£1,000,000 and over	—	—	—
Total number	4,666	—	4,666
	£ thous.	£ thous.	£ thous.
Total amount of nominal capital	8,050	—	8,050

Companies registered in Great Britain in 1972 and 1973

	1972		1973	
	Number	Nominal capital £ thous.	Number	Nominal capital £ thous.
January	4,008	8,032	4,666	8,050
February	3,745	12,111		
March	4,045	10,671		
April	4,182	9,931		
May	4,412	9,158		
June	3,777	5,561		
July	3,696	17,760		
August	5,689	7,827		
September	5,512	7,498		
October	5,096	16,655		
November	5,251	7,084		
December	4,567	15,343		
Total	53,980	127,631		

Business names and limited partnerships in Great Britain in 1972

DURING the year ended December 31, 1972 there were 95,706 new registrations under the Registration of Business Names Act 1916 (as amended by the Companies Act 1947). A total of 13,452 statements showing changes in particulars were also filed during the period and 10,200 names were removed from the Register.

There were 62 new registrations under the Limited Partnership Act 1907.

Subscription form for Trade and Industry

To Her Majesty's Stationery Office:

London S.E.1: P.O. Box 569

Bristol 1: 50 Fairfax Street

Manchester 2: Brazennose Street

Enclosed please find £7.60

Name .....

Cardiff: 109 St. Mary Street

being one year's subscription to

Belfast 1: 7-11 Linenhall Street

TRADE AND INDUSTRY

Address .....

Edinburgh 2: 13a Castle Street

(incorporating the Board of Trade Journal)

Birmingham 1: 258 Broad Street

The copy should be sent to:

.....

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Sept. 21 1972
Balance of payments:	
quarterly figures (Q)	Sept. 21 1972
trends in invisible transactions (Q)	Sept. 28 1972
Bankruptcy orders (Q)	Jan. 18 1973
Business names and limited partnerships (A)	This week
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	Jan. 11 1973
Catering trades turnover (M)	Feb. 15 1973
Chemicals industry activity (Q)	Jan. 18 1973
Companies:	
acquisitions and mergers (Q)	Feb. 15 1973
new registrations:	
Gt. Britain (M)	This week
N. Ireland (M)	Feb. 1 1973
Computers, UK market (Q)	Jan. 25 1973
Construction work overseas (A)	Nov. 16 1972
ECGD business (Q)	Dec. 28 1972
Electronic capital equipment (Q)	Feb. 22 1973
Engineering industries, sales and orders (M)	Feb. 1 1973
Film industry:	
British Film Fund Agency returns (M)	Feb. 15 1973
cinema admissions and takings (M)	Feb. 1 1973
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	July 20 1972
household consumption (Q)	Jan. 4 1973
Footwear industry	
production, orders and deliveries (M)	Feb. 15 1973
Foreign exchange, official reserves (M)	Feb. 8 1973
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries production and trade (Q)	Feb. 15 1973
world exports of manufactures (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	Feb. 15 1973
Hire-purchase business (M)	Feb. 8 1973
Industrial development certificates:	
approvals (Q)	Apr. 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	Feb. 15 1973
N. Ireland index (M)	Feb. 8 1973
Wales index (Q)	Dec. 28 1972
Insurance companies, investments and assets (A)	Aug. 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 times a year)	Jan. 11 1973
investment and earnings overseas (A)	Mar. 23 1972
Machine tools, deliveries and orders (Q)	Dec. 14 1972
Man-made fibres:	
deliveries (Q)	Feb. 22 1973
production (M)	Feb. 22 1973
production, quarterly analysis (Q)	Feb. 22 1973
Motor industry:	
car and commercial vehicle production (M)	Feb. 1 1973
estimated figures	Feb. 22 1973
motor trades turnover (M)	Feb. 15 1973
Office development permits (Q)	Dec. 7 1972
Overseas trade of the UK:	
direct exporters and credit terms (A)	Apr. 13 1972
ECGD business (Q)	This week
unit value and volume index numbers (M)	Feb. 22 1973
value (M)	Feb. 22 1973
value, analysis of trends (Q)	Sept. 7 1972
Pension funds, investments and assets (A)	Aug. 10 1972
Retail prices index (M)	Feb. 22 1973
Retail trades:	
sales (M)	Feb. 8 1973
sales, N. Ireland (M)	Feb. 15 1973
stocks (M)	Feb. 15 1973
Royalties, overseas transactions (A)	Mar. 30 1972
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	Feb. 22 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	Jan. 11 1973
retail (M)	Feb. 15 1973
Television, overseas payments and earnings (A)	Aug. 5 1971
Textiles:	
activity in the industry (Q)	Jan. 11 1973
cotton industry production (M)	Feb. 8 1973
hosiery production (M)	Feb. 22 1973
made-up clothing, orders and deliveries (M)	Feb. 8 1973
orders and deliveries (M)	Feb. 8 1973
wholesale houses' sales (M)	Jan. 18 1973
wool exports (Q)	Sept. 7 1972
wool output (M)	Feb. 8 1973
Tourism:	
foreign visitor arrivals (M)	Feb. 22 1973
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 9 1972
index numbers (M)	Feb. 22 1973

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Jan. 4 1973
Business Monitor titles	Sept. 21 1972
Customs notices of interest to exporters	This week
ECGD local offices	This week
Guide to DTI	Dec. 28 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	Jan. 18 1973
Release dates of economic statistics	This week

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the list of Contractors to H.M. Government Departments.

Springs one off or long runs, for every requirement.

Tension; Compression; Square Section; Round Section; Special to meet individual needs Flat Springs too; Also makers of Wire formed articles; Pressings and Stampings toolmaking DGI & MOA approved

Rickton Springs Ltd.

Onslow Mills, Trout Road, Yiewsley West Drayton, Middlesex West Drayton 42332/42352

STYLO SIGNS

Fascia signs — Road signs — Nameplates — metal and plastic Silk Screen Printing Machine and Chemical Engravers Warning notices—mimic diagrams

The Stylo Plastics and Engraving Co. Ltd. Whit Lane, Salford. M6 6JL 061-736 3065

Variety metal workers in all types of metals to $\frac{3}{4}$" thick. 12' brake presses and guillotines. Rolling capacity to $\frac{3}{4}$" plate.

Cabinets and guards, trunking and tank work.

Fully equipped engineering division turning to 4' dia., milling capstan and presswork.

Hydraulic spinning to 4' dia. in $\frac{1}{16}$" stainless, hand spinning to 4' dia. × 14g.

A. Richards *(Metal Workers)* **Ltd.**

West Ferry Road, London, E14 8JP Telephone: 01-987 5911 **(5 lines)**

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: 01-807 2150.

BELGIAN EXECUTIVE, 26 years experience as Sales Manager in Chemists' and Druggists' supplies, extensively travelled, fluent English, French, German, Dutch, Spanish, Italian, Russian, Portuguese, seeks position as traveller for large concern interested in maintaining close contact with overseas customers/agents. Write S. 7352.

BALL AND ROLLER BEARINGS, Steelballs and surplus goods (tools etc.) wanted and sold—metal ammo. boxes useful for storage, transport, shelving etc. for sale. Details: R. Pordes, 529B, Finchley Road, London NW3. 01-435 9878/9.

'FLASH' Carton Case Opener. The opening of Fireboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, SW16 6AD. Tel 01-769 0308/5960.

The work of BSI

The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approval schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on technical requirements and approvals procedures in overseas markets. BSI, 2 Park Street, London W1A 2BS.

British Labour Statistics: Historical Abstracts 1886-1968

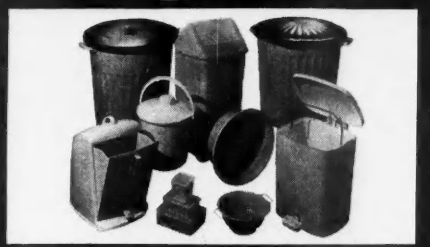
This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.25)

Also available:
British Labour Statistics: Year book 1970 **£7.20** (by post £7.45)

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

Lucyware



the first choice in guaranteed plastic housewares

Dustbins Vegetable Rack Set Swing Top Bins Mop Bucket Pedal Bin Waste Paper Bin etc. etc.

Write today for illustrated literature on all Lucyware products.

Cope Allman Plastics Limited
Fitzherbert Road, Farlington, Portsmouth
Tel. Cosham (07018) 70102

IDEAL FOR SATELLITE MILLS

THE QUEEN'S AWARD TO INDUSTRY FOR TECHNOLOGICAL INNOVATION IN AUTOMATED FEED MILLING TO SCOTTISH MECHANICAL LIGHT INDUSTRIES LTD

FEED PLANTS WITHOUT LABOUR

1969

High quality animal feeds in continuous flow production with low capital outlay and negligible running cost.
From 3 Tons/hr to 15 Tons/hr

AUTOMATED FEED MILLS LIMITED

SCOTMEC WORK, AYR, SCOTLAND
TEL. AYR (0292) 84601

IDEAL FOR SATELLITE MILLS

KEF

of Maidstone

Sweepers for Industry

KEF, Tovil, Maidstone, Kent, England.
Tel: Maidstone 58361 Telex 96197.

To advertise in

Trade and Industry

Incorporating the Board of Trade Journal

telephone

01-248 9876

extn. 6147/8

rate card from

HMSO
(P3) Room D92,
Atlantic House,
Holborn Viaduct,
London, EC1P 1BN

E. W. Kendall & Co. Ltd.

FOR

CARBIDE TIPPED CIRCULAR SAW BLADES MACHINE KNIVES AND ROUTER CUTTERS FOR ALL TRADES

write or telephone

212-214 Ravenscroft Road, Beckenham, Kent.
Telephone: 01-778 3957/4353

MAUN HAND TOOLS

The best to get hold of

Manufacturers of stationers punches eyeletting tools, pliers etc.

Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.

MAUN INDUSTRIES LTD.
Mansfield, Notts. Telephone: 24525

Fabricators in sheet steel and plate, stainless steel, aluminium.
Argon arc welding.
Tank manufacturers, Prototype work, Forming, dishing, louvring, nibbling, slotting and flanging.
8' press brake capacity. Site welding.

C. E. Turner (Engineers) Ltd.

Linford Street, London, SW8 4UP
Telephone 622 7118 and
Pensbury Works, Pensbury Place, Wandsworth Road, London, SW8 4EA
Telephone 622 2575/6

AMLEN CHEMICAL CO. (UK) LTD

FUEL OIL ADDITIVES
LIQUID AND POWDERED DEGREASANTS
ELECTRICAL CLEANING SOLVENTS
DESCALING LIQUIDS AND COMPOUNDS
WATER TREATMENT CHEMICALS ETC

WALLINGFORD ROAD, UXBRIDGE, MIDDX. Tel. Uxbridge 32412

BRANCHES THROUGHOUT THE U.K.

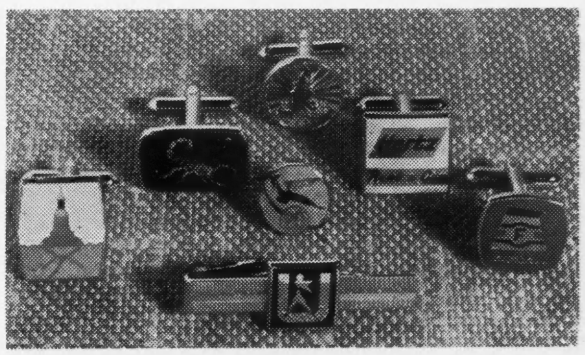
HARD ENAMEL BADGES ★ CUFF LINKS
CRESTED PEWTER TANKARDS
MEN'S WEAR ACCESSORIES

LEATHER AND PLASTIC BACKED CAR KEY FOBS

Custom made for sales promotion depicting company logos, trade marks, town crests, universities, etc.

MANHATTAN-WINDSOR GROUP
STEWARD STREET, BIRMINGHAM 18, ENGLAND

Telephone: 021-454 6404 **Telex: 338633**



A world of banking

With our subsidiaries and associates we have over 1,700 offices in . . .

Anguilla · Antigua · Argentina · Australia
Bahamas · Barbados · Belgium · Bequia · Bermuda
Botswana · Brazil · British Honduras (Belize) · Cameroun
Cayman Islands · Cyprus · Dominica · Fiji · France
Federal Republic of Germany · Ghana
Gibraltar · Grenada · Guyana · Hong Kong
Israel · Italy · Jamaica · Japan
Kenya · Lesotho · Madagascar · Malawi · Malta
Mauritius · Montserrat · Netherlands · Netherlands Antilles
New Hebrides · New Zealand · Nigeria · Rhodesia
St. Kitts and Nevis · St. Lucia
St. Vincent · Seychelles · Sierra Leone
South Africa · South West Africa · Spain · Swaziland
Switzerland · Trinidad and Tobago · Turks and
Caicos Islands · Uganda · United Kingdom
United States of America · British and U.S.
Virgin Islands · Zaire · Zambia

BARCLAYS International

Head Office: 54 Lombard Street, London EC3P 3AH.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, EC1P 1BN, for the Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.
SBN 11 723149 5